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International Commerce

September 16, 1968

Africa on the move

International Trade Winds

Company News

AEROSPACE EQUIPMENT—International B. F. Goodrich Co., a subsidiary of B. F. Goodrich, Akron, O., has moved the offices of its European aerospace products organization from Voorborg, the Netherlands, to the company's new European headquarters building in Eschborn, Germany. The move is part of a program to consolidate all European operations of International B. F. Goodrich, and will facilitate coordination and communication between the aerospace staff and the company's aircraft tire service center near the Frankfurt am Main airport.

COMMUNICATIONS—Receipt of a contract to provide microwave radio communications systems in Kenya, Tanzania, and Uganda for the transmission of telephone calls has been announced by General Telephone & Electronics International, Inc., a subsidiary of General Telephone & Electronics Corp., New York. The systems, covering a total of 850 miles, will be installed in 12 rural locations throughout the three East African countries. In some areas, the new systems will provide the first telephone service available, and in other locations they will replace or supplement existing telephone lines.

MICROFILM—Bell & Howell, Chicago, Ill., intends to expand its microfilm sales program in Germany. A new division, the Micro Data Division, has been opened in the Friedberg headquarters of the company's German subsidiary, Bell & Howell, G.m.b.H. The new division is to take over the import, sales and servicing carried out so far by Micro-Data Deutschland Mikrofilm, G.m.b.H., Frankfurt.

STEEL—Armco Steel Corp., Middletown, O., has founded a subsidiary, Armco Eurotec G.m.b.H., of Voerde, the first production plant established by the company in Germany. At present 6,000 different prefabricated steel construction parts are manufactured by the subsidiary. The project has been financed through a Eurobond issue and through a loan of $1.875 million obtained from the German Federal Government and the Northrhine-Westphalian state government who made this sum available from funds which have been earmarked for the redevelopment of the coal mining areas.

Newsletter

Africa's arid regions may share in a future now being mapped out at the Oak Ridge National Laboratory of the U.S. Atomic Energy Commission. Large nuclear energy centers providing power for industrial and agro-industrial complexes can make such desert areas productive, according to the laboratory studies. The energy would go into industrial processes for the making of fertilizers, aluminum, phosphorus, caustic-chlorine and ammonia; into large scale desalting for intensively irrigated agriculture. Nuclear reactors turning out low cost power would supply the electrical and other energy requirements of this modern oasis.

On a different but equally forward-looking level, U.S. technicians who belong to the Volunteers for International Technical Assistance (VITA) are applying their talents without pay to Africa's problems. Technical specialist David Thomas of International Minerals & Chemicals Ceramic Laboratory in Mulberry, Fla., has responded in his spare time to an appeal from the Somali Republic concerning pottery glazes. "Your suggestions, especially terra sigalata and salt glazes, were perfect solutions" was the word from Mandera, in Somalia.

A better targeting of economic aid to developing nations so that it meshes with political and social development is the aim of a new program at Tufts University's Fletcher School of Law and Diplomacy, which has received a $700,000 grant from the U.S. Agency for International Development. Studies along this line are now going forward in the Congo, Ethiopia and Tanzania, as well as in the Far East and Latin America.

Perhaps much of the Africa marketing story is told in these sentences from a recent report by the American Embassy in Dar es Salaam: "One of the deterring factors in the expansion of U.S. sales to this market is that there is not a single resident American trading firm in Tanzania. Most of the U.S. business is conducted through local distributors and agents or through some of the American firms based in Nairobi, Kenya. Despite these drawbacks, the U.S. share of this market is improving gradually."

The new African nation of Botswana has been admitted as the 108th member of the World Bank, the 108th member of the International Monetary Fund, and the 99th member of the International Development Association. A total of 39 African nations now belong to the World Bank, 39 to the IMF, 37 to the IDA and 22 to the IFC.

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the cover

Publication of a comprehensive new marketing handbook on Africa this month by the U.S. Department of Commerce coincides with the arrival of Swaziland as the newest independent African nation and provides this issue with its theme of Africa On The Move. Ten articles are included in a special section beginning on page 2. Five of these articles are adapted from material in the handbook; three others relate to Swaziland and its neighboring new nations in South Africa, Botswana and Lesotho, and two are based on Economic Trends reports sent from American Embassies in Uganda and Somalia.

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Special Report

Ten Articles on Growing U.S. Markets in Africa, Pages 2-21

'E' Awards Presented to Tennessee, Wisconsin Firms 24
Cosmetic manufacturer, maker of truck bodies increased exports through use of foreign languages, market research

Reprographic Equipment to Be Shown at Milan 25
U.S. companies are urged to exhibit at U.S. Trade Center next February to discover growing Italian market

London Trade Center Schedules Computer Show 26
U.K. industries, government, educational institutions combined make up world's fourth largest user of computers

MISCELLANEOUS—UCLA offers courses in international business 22
President appoints advisory committee to study U.S. trade policy 22
Arizona Trade Mission to visit Central American cities 23
Virginia REEC sponsors trade mission to major Australian cities 23
West Virginia sends out its fourth trade mission, to Paris, Vienna, Athens 23
U.S. GOVERNMENT ACTIONS—Rome trader loses U.S. export rights 27
Tariff Commission reports to President on carpet trade 27
INVESTMENT, LICENSING OPPORTUNITIES—U.K. firms want U.S. licenses 28
OFDI discontinues authorizations based on foreign borrowing 29
WORLD TRADE OPPORTUNITIES—Ethiopia invites school construction bids 30
Pakistan agricultural university issues tender for supplies 30
NEW BOOKS AND REPORTS—Six new Overseas Business Reports released 36
Pamphlet describing Inter-American Investment Development Center offered 36

Africa's theme is change

Many areas of substantial achievement rate full study by U.S. traders

Although there are many ties linking the United States and Africa, America's private business community can profitably improve its direct contacts with the African market place.

Political developments in certain parts of the continent tend to overshadow more favorable factors in the general African environment. What must not be lost sight of is that the process of decolonization in Africa has been largely nonviolent, and that substantial achievements have been made in increasing and diversifying production and improving economic and social facilities.

Throughout the continent such achievements have been working remarkable changes in the face of the land. Once barren desert areas have new promise, as rich new mineral resources have been uncovered and exploited. Libya, a vast, sparsely populated land, now ranks as the world's seventh largest oil producer, with a current daily output of two million barrels. Mauritania, a nomadic pastoral economy, has received a sharp fillip from exploitation of the extensive iron ore deposits near Fort Gouraud, and from the development of a 30-million-ton copper ore deposit newly uncovered at Akjoujt.

Africa's enormous water resources have provided impetus for a number of large-scale hydro-power projects which have stimulated whole new industries. The Volta dam and power project in Ghana, which the United States helped finance and which went into commercial operation at the end of 1965, services a $178 million aluminum smelter established by two U.S. companies.

Other notable projects are the Owen Falls scheme in Uganda and the Kariba project on the Zambezi River, but these would be dwarfed should the Republic of the Congo (Kinshasa) ever realize its dream of harnessing the enormous hydro-electric potential (estimated at 30 million kilowatts) of the Congo River at the Inga plateau, 20 miles upriver from the Atlantic

Agricultural considerations also figure importantly in water and dam projects. The Medjerda Valley scheme in Tunisia is one example and has been compared to our own Tennessee Valley Authority in the comprehensiveness of its service to an agricultural region. Another impressive undertaking linked to regional agricultural development is the Bandama River Valley project in the Ivory Coast for which a U.S. Export-Import Bank loan of $36.5 million has been authorized.

Although manufacturing industries are not well established, except in the Republic of South Africa, significant strides have been made in diversifying the range of consumer and capital goods locally produced. Large-scale basic industry will require regional coordination of industrial plans and is a prime target of the United Nations Economic Commission for Africa.

Almost all of Africa's developing countries, however, have initiated significant new industrial activities, many involving U.S. private equity participation. Recent examples of such activities undertaken by U.S. firms include: the assembly of transistor radios in Zambia, the canning of pineapples in Kenya, and tire and tube manufacture in Tanzania.

Available statistical data confirm Africa's significant growth; total gross domestic product, placed at $31 billion in 1964 (excluding the Republic of South Africa), showed an average annual growth rate since 1960 of about 4%, with manufacturing and mining showing a much higher rate of expansion. Reflecting expanded activity in developing Africa, consumption of electric energy increased by 70%, while the number of commercial road vehicles in use increased by almost 25% between 1960 and 1964.

Foreign trade, once heavily oriented to a few former Western European mother countries, is now more diversified and much higher in both volume and value. Total African imports (again excluding the Republic of South Africa) increased by $1.5 billion, or 25%, between 1961 and 1965, while total African exports increased by over $2 billion, or 54%, in that time.

These growth statistics should not obscure the underlying poverty in Africa nor imply that growth or change has been smooth and easy. Political transition in emergent Africa has been accompanied by an almost feverish emphasis on accelerating economic development, but efforts at development have, in turn, had tremendous impact on the social structure of Africa.

The nation-building process has often led to a weakening of tribal loyalties, as centralized authority has been strengthened. At the same time, the development of money economies in urban centers has resulted in mass migrations away from rural areas and a trend toward a detribalized city culture.

The problems involved in this bewilderingly rapid transition, affecting all elements of African society, have produced trends toward unity and regionalism on the one hand, and counter-trends toward disunity and fragmentation on the other.

In 1960, for example, the year of independence for 16 African states, the ink was hardly dry on the document declaring the sovereignty of the newly born Federation of Mali when political rivalries forced its two member states, Senegal and Mali, to separate. On the other hand, in that same year, the Somali Republic emerged through the union of the former Italian Somaliland and British Somaliland.

On a regional basis, many of the smaller states, knowing their underdeveloped economies are weak and vulnerable, have been seeking a broader base through economic relationships with neighboring countries. Thus, despite political differences, Kenya, Uganda, and Tanzania have determined to preserve their regional common market and common services, under which all posts, telegraphs, railroads, and harbors are operated through regional institutions.

New subscription rate

A change in the price for INTERNATIONAL COMMERCE magazine, the first in more than six years, was announced this week by the Government Printing Office, which sets such rates for all government publications. Effective Sept. 16, an annual subscription costs $20, with an additional charge of $6.25 for foreign mailing. Single copy price is 40 cents. The increase reflects higher production costs. The Government Printing Office also increased the subscription price of the Overseas Business Reports series to $16 annually.

Similarly, a customs and economic union exists among several of the French-speaking equatorial African states.

On a continent-wide basis, economic and social questions have occupied an important, if subordinate, place in the agenda of meetings of the 37-member-nation Organization for African Unity, created in 1963 and headquartered at Addis Ababa. More exclusively concerned with African economic cooperation, however, is the African Development Bank, which came into operation in September 1964 with a membership of 29 countries and an authorized capital of $250 million. Headquartered in Abidjan, Ivory Coast, this institution will use its lending powers to promote industrialization on a regional basis.

Perhaps the most important continent-wide organization concerned with African economic cooperation, however, is the United Nations Economic Commission for Africa (UNECA), which has been operating since 1958 as a regional arm of the UN Economic and Social Council. Headquartered in Addis Ababa, the UNECA has provided a forum for discussion of controversial African social and economic problems, and its Secretariat has used its expertise effectively in producing a number of valuable study papers and organizing technical inter-African conferences and seminars.

The UNECA, whose membership numbers 37 independent African states, has recently begun to turn its attention to some of the more practical steps it might take toward economic coordination. In this respect, it hopes to spark industrialization on a regional basis by the establishment of Economic Communities in Eastern, Western, Northern (the Maghreb) and Central Africa, which would take the initiative in developing programs appropriate to their particular needs.

African economies by and large still rely on the production and export of primary agricultural and mineral commodities for their national income, and consequently they are heavily dependent on demand conditions in industrial consuming countries. Some African countries have "single crop" economies, dependent for their prosperity on the output of a basic commodity such as coffee, cocoa, or cotton. Coffee, for example, provides one-fourth of the total export revenues of some 19 sub-Saharan African countries, while cocoa provides 68% of Ghana's total export revenues, 40% of Cameroon's, 35% of Togo's, and 20% each of Nigeria's and the Ivory Coast's. Price fluctuations in the markets for these products, therefore, exercise a very real and direct influence over all phases of the money economy in countries which depend on them.

Side by side with the money economy, traditional subsistence economies continue to flourish. In fact, in no other continent of the world does so large a proportion of the population gain its livelihood in one way or another from the subsistence economy. Indeed, gross domestic product, per capita, as of 1964 was estimated by the UNECA at $135 (and $111 excluding the Republic of South Africa).

The relatively underdeveloped nature of Africa and its present low income level can be construed as either a discouraging factor or a definite inducement for the U.S. trader or investor.

There is a keen demand for goods and services of all kinds in Africa, although the market for particular goods in a particular country may at present be so limited as to necessitate postponing market penetration. However, postponement is the only word to use, and even the American producer of the most sophisticated type of merchandise should carefully consider the importance of getting in on the ground floor.

The interest of African leaders in economic development and industrialization is creating a particularly obvious market for capital goods of all kinds. Moreover, in countries where foreign exchange shortages have restricted U.S. exports in the past, the Agency for International Development program is providing an important medium through which diversified American products may be introduced into new African markets.

As more and more Africans are drawn into the money economy, their capacity to purchase a wider range of consumer goods is increasing. Africans are already consuming such highly sophisticated products as electronic computers, central air conditioning, and television.

The important point for the U.S. manufacturer and exporter to remember is that the present low levels of consumption in Africa will inevitably be raised as the total level of economic activity expands and, consequently, the demand for an increasing array of goods and services still unknown to the African marketplace can be turned to good profit by imaginative and aggressive salesmanship.

Market study leads 20-page section

"Africa is in a state of profound political, social and economic transition as it attempts to bridge the gap of centuries. It is this situation which offers U.S. businessmen both a challenge to contribute to, and an opportunity to benefit from, Africa's development." So writes Bureau of International Commerce Director Lawrence A. Fox in introducing *Africa: A Growth Market for U.S. Business*, a comprehensive new handbook being published this month by Commerce Department.

Articles adapted from five chapters in the book are featured in this special Africa Markets issue of INTERNATIONAL COMMERCE. One is the accompanying article, giving an overall perspective on African commercial-economic life today, written by Bernard Blankenheimer, who headed the Africa Division of the Bureau of International Commerce's Office of International Regional Economics until his recent assignment as Commercial Officer at the U.S. Consulate General in Johannesburg, Republic of South Africa. Others, on following pages, are a study of U.S. trade and investment by Barbara Huddleston of the OIRE Africa Division, a summary of Agency for International Development activities and procedures by Robert S. Smith of AID, and OIRE staff resumes of African industrialization and multinational groupings.

The new handbook also contains country-by-country summaries of the investment laws of 40 African nations, and individual summaries of the import rules and customs systems of these countries, plus tables and charts presenting significant trade data, and a bibliography on African marketing. The 108-page publication is for sale at 75 cents from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402, or from Sales & Distribution, Rm. 2119, U.S. Department of Commerce, Washington, D.C. 20230, or from any Commerce Department Field Office.

Three other stories in this special section focus on the newest of the African nations: Swaziland, newly independent on Sept. 6, and Botswana and Lesotho. They were prepared by Commercial Officers C. C. Pappas, Jr., Swaziland; C. H. Fletcher, Botswana, and Peter Jones, Lesotho, with editorial review by William K. Krist of OIRE's Africa Division.

Economic Trends reports from Uganda and Somalia, just in from the American Embassies at Kampala and Mogadiscio, are also a part of this special Africa coverage.

CONTINENT ON THE MOVE

U.S. sales on upswing

Intensified promotion efforts needed, however, to retain increased market share of '60's

Africa's market potential is reflected in the rapid growth of U.S. exports to that continent, which have averaged an 8.9% annual increase since 1960. According to UN statistics for 1965 (the latest year available), the United States accounted for 11.4% or $1,082 million of Africa's total imports; by contrast, in 1961 the U.S. share of the African market came to only 9%, or $669 million.

Although U.S. exports to Africa will probably expand at a slower rate in the next few years, intensified trade promotion efforts carried on cooperatively by business and government should permit U.S. exporters to retain the increased share of the African market achieved since 1960.

The commodity composition of U.S. exports has become considerably more varied as the absolute dollar value has increased. Capital goods, particularly excavating, paving, and industrial machinery, accounted for almost half the total value of 1967 sales to Africa. Industrial supplies and materials ranked second, with chemicals and iron and steel products the major items; foodstuffs, primarily grains financed under the provisions of Public Law 480, were the third principal export category.

Heavy machinery and foodstuffs have consistently accounted for the bulk of U.S. exports to Africa for the past few years. In 1967 some 42 U.S. items were sold to Africa in amounts exceeding $10 million, whereas in 1960 only a dozen or so were of significant value. Automobiles and petroleum products have experienced a slight decline since 1960, as local production has absorbed more of the domestic market.

U.S. purchases from Africa consist largely of primary agricultural and mineral commodities, of which coffee, cocoa, gem diamonds, copper manganese, and petroleum are the most important. The general expansion of trade has also pushed up the value of several import commodities previously purchased in relatively small amounts.

For a variety of reasons, U.S. export growth has not been uniform throughout the continent, and the past few years have seen a considerable shift in the relative importance of Africa's three major regions to the United States. Exports to Middle Africa have experienced rapid expansion, as have those to North Africa. Although the absolute value of sales to Southern Africa has also grown, the relative importance of that region has been declining.

Developments in key market countries since 1960 account for the changing pattern of U.S. trade with Africa. Fifteen major African markets accounted for $1,031.6 million in 1967, or 92% of total U.S. sales to the continent.

In order to stimulate foreign exchange earnings, African countries have emphasized development of agricultural and mineral products for export. Through their impact on the general level of purchasing power, such activities have been a key factor in expansion of U.S. sales in several countries.

For example, petroleum production has given the economies of Libya and Nigeria a big boost, and is growing in importance in Angola, too. High prices for copper from Zambia and the Congo (Kinshasa) have provided support for the economies of those two countries in recent years. Liberia has benefited from the development of iron ore deposits for shipment abroad. Phosphates have helped account for the growth of Morocco's foreign exchange earnings since 1960.

In some instances, strong prices for key agricultural commodities, coupled with crop diversification programs which have reduced excessive dependence on any one export, have boosted foreign exchange earnings sufficiently to support an increased level of imports. Countries whose agricultural exports have been rising and which have also been increasingly important markets for the United States include Angola, Ivory Coast, Kenya, Morocco, Nigeria, Tanzania, and Uganda.

GROWING SOPHISTICATION of the African market is opening sales opportunities for a growing range of American products. This official of Senegal's Ministry of Finance is using an IBM computer system.

The impact of exports on purchasing power is indicated by the fact that in 1965, in virtually every case, individual African countries whose exports totaled in excess of $100 million were also the major markets for the United States. Individual commodity exports as a percentage of Africa's total 1965 exports were: petroleum, 19.7%; copper, 8.7%; cotton, 8.3%; coffee, 7.1%; cocoa, 6%; peanuts and peanut oil, 4.3%; timber, 2.9%; and diamonds, 2.8%.

Other African commodities of importance in world trade include iron ore, palm nuts and palm oil, tobacco, phosphate, sugar, and citrus fruits.

In preparing and implementing long term development plans, African countries have not only emphasized the export sector, but have also stressed diversification and development of secondary industries.

Growth of this type has also added an expanding dimension to the market. The Republic of South Africa is the outstanding example of an economy which has diversified and industrialized during the past 20 years. However, all of the major U.S. markets in Africa except Liberia and Angola are countries with an estimated annual GNP in excess of $500 million; with the exceptions of Libya, Tunisia, and Zambia, they are also the African countries with the largest populations.

U.S. Trade With 20 African Countries, and Their GNP's

(In millions of dollars)

	U.S. Exports		U.S. Imports		GNP
	1960	1967	1960	1967	(1965 prices)
Algeria	$23.8	$32.7	$1.4	$3.1	$2,790
Angola	10.6	35.4	25.8	62.6	n.a.
Burundi & Rwanda	26.4	2.2	68.2	20.9	165
Congo		49.1		40.1	1,336
Cameroon	3.3	9.8	6.1	21.9	715
Ethiopia	7.3	22.6	27.0	51.1	1,217
Ghana	17.0	43.0	52.5	57.3	2,345
Kenya	11.6	20.1	45.6	13.7	1,039
Tanzania		9.3		14.5	796
Uganda		3.9		44.2	695
Liberia	36.1	48.6	39.4	52.3	219
Libya	42.2	86.2	0.3	36.3	921
Malagasy Rep.	2.5	3.4	13.4	22.6	621
Morocco	34.1	51.2	10.5	12.5	2,783
Mozambique	9.9	9.5	4.6	13.4	n.a.
Nigeria	25.5	63.5	39.9	43.7	5,073
South Africa	277.3	426.4	200.2	227.0	10,117
Sudan	6.5	16.4	5.4	14.7	1,487
Tunisia	21.3	52.2	0.5	4.9	949
Zambia	14.6	37.7	16.4	10.7	908
S. Rhodesia		3.8		6.6	1,080
Malawi		1.8		1.7	168

The general development of productive capacity and domestic purchasing power significantly affects the level of U.S. exports. Generally speaking, earnings are being used to expand the industrial sector rather than to support increased personal consumption. Thus, Africa's principal imports, both from the world and from the United States are capital goods and raw materials, and necessary foodstuffs.

In 1965, major suppliers other than the United States were the U.K. and France, each with 18% of the African market.

The U.S. aid program in recent years has likewise contributed to U.S. export promotion in Africa. To the extent that assistance is translated into U.S. goods and services, it boosts the immediate level of exports to Africa and helps develop future markets for American products.

African economic development has also stimulated significant investment opportunities for U.S. firms. Since 1960 a number of new operations have been established in African countries, and the book value of U.S. direct investment in Africa has risen from $925 million to an estimated $2,078 million in 1966. This represents an average annual growth rate of 14.4%.

The Republic of South Africa, Libya, and Liberia are the leading countries accounting for U.S. private investment in Africa. The book value of U.S. investment in these three countries at the end of 1966 was $601 million, $389 million, and $208 million, respectively.

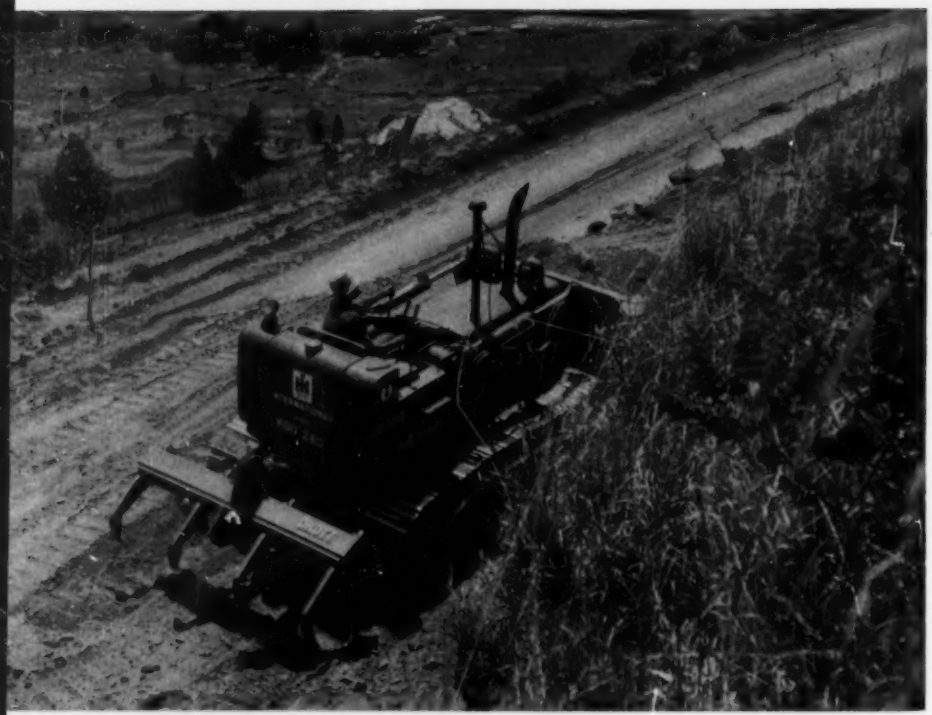
The impact of U.S. investment expansion in Africa has not been evenly distributed throughout all regions of the continent. The particularly rapid increase of American investment activity in Libya's petroleum industry accounts for the relative increase in North Africa's share of the total. U.S. investment in the other two regions has grown about equally since 1960, though the relative share of Southern Africa dropped somewhat more than that of Middle Africa.

Since the discovery of major Libyan oil reserves by U.S. companies in the mid-1950s, petroleum investment has steadily increased in value, and now accounts for over half the value of total direct investments in Africa. Investments in other types of mining rank second in value, but U.S. participation in manufacturing has grown rapidly since 1960 and increased its share relative to mining.

The expansion of U.S. interests in African petroleum production reflects not only the growing value of operations in Libya, but also the opening and initial development of offshore oil reserves in Nigeria and exploratory investments in a number of other countries. There is also U.S. participation of long standing in Algeria's petroleum industry. Large U.S. petroleum companies operate distributing outlets in most countries of Africa, and oil refineries in which U.S. firms have significant interests have been completed recently in Kenya and Ivory Coast.

Historically, other types of mining investments have been concentrated in Southern Africa, particularly in Zambia's copper mines. Since 1960, a variety of mineral projects in other countries of sub-Saharan Africa have begun to attract U.S. investors. Major projects initiated since 1960 include: aluminum production in Guinea by Olin Mathieson and Harvey Aluminum, and in Ghana by Kaiser Aluminum and Reynolds Metals; manganese production in the Congo (Brazzaville) and Gabon by U.S. Steel; and iron ore mining in Liberia by Bethlehem Steel and Republic Steel, and in Gabon by Bethlehem Steel.

Although investment in the mining and petroleum sectors has been motivated



DEVELOPMENT PROJECTS are a prime customer for imports of U.S. equipment. Heavy machinery and foodstuffs account for the bulk of U.S. sales to Africa. This bulldozer is working on a road in Kenya.

primarily by the need for raw materials, the effect of capital infusions by U.S. companies has tended to expand demand for U.S. goods and services such as engineering and mining equipment and supplies. Statistics to date would indicate that the initial spurt tapers off as production begins. However, there is also evidence to suggest that this is offset by the demand that is thus generated for other products.

U.S. spreads interest

In the developing countries of Africa the bulk of U.S. investment is in extractive activities. However, in recent years there has been a notable increase in investment in diversified manufacturing projects. Many of these are relatively small-scale joint ventures with local or other foreign partners. Nonetheless, they have made a significant contribution to the economic development of these countries.

Some representative examples of such projects include the manufacture of spring mattresses in Ivory Coast, Morocco, and Algeria by firms affiliated with Simmons Co.; the manufacture of soaps, detergents and toiletries in Morocco and Kenya by Colgate-Palmolive subsidiaries; participation in the Nigerian cotton textile industry by Indian Head Mills; production of ceramic tile and sanitaryware in Uganda by Interkiln Engineering Inc. jointly with the Uganda Development Corporation; a commercial shrimp fishing and freezing operation in Cameroon, financed jointly by the Gorton Corp. and other interests; the cultivating and canning of pineapples for export and the canning of other fruits and vegetables for local consumption in Kenya by California Packing Corporation with Kenya Canners Ltd.; and a transistor radio assembly plant in Zambia owned by a subsidiary of International Telephone and Telegraph Corporation.

A by-product of these investments has been to make American brand names better known throughout the continent and to considerably enhance the U.S. business presence in Africa. U.S. business activity in Africa has not only opened up new export markets, it has also generated increased earnings on foreign investments.

From less than 1% of total earnings on U.S. investment abroad in 1960, earnings on U.S. investment in Africa climbed to 7.3% of the total in 1966. By far the largest increase came in the petroleum sector, but earnings in other industries have also experienced steady growth since 1960.

U.S. joins France, EEC in Cameroon railway financing

$10 million AID loan helps finance sales of U.S. equipment, services

A $10 million U.S. Government loan authorized by the Agency for International Development will help finance the extension of the Transcameroon Railway in the Federal Republic of Cameroon.

The loan will provide funds for procurement of U.S. services, construction equipment and material required to extend the railway from Belabo to Ngaoundere. The new 207-mile section will be added to an existing 191-mile railway in operation from Douala to Yaounde and 182 miles under construction between Yaounde to Belabo.

In addition to the $10 million U.S. loan, the new rail extension, estimated to cost a total of $43 million, will be financed by a $15 million grant and a $5 million loan from the European Economic Community, $7.9 million from France and $5.1 million from Cameroon.

The new rail link will enable easy transportation of cotton, peanuts, and other agricultural products from the heart of the agricultural center in the north to Cameroon's southern seaport for export. Imported manufactured items, farm machinery, and fuel supplies will be shipped from the port to the north.

To aid farm output

With completion of adequate transport facilities between the northern and southern regions of the country, economic experts anticipate agricultural production will increase by an average of $2.7 million a year up to 1986. From then on it is estimated the railway will be responsible for increasing agricultural output by $8.6 million a year.

In addition to the internal traffic, the flow of goods to and from southern Chad is expected to be increased over the new rail extension.

The 183-mile Yaounde-Belabo extension, expected to be completed next January, received a $9.2 million AID loan.

U.S. commodities to be financed with the new $10 million loan will include heavy construction machinery, culverting material, structural steel, steel rails and other construction materials.

AID helps give entry to African market, but U.S. suppliers must follow through to keep door open

Program concentrates assistance effort on nine nations; investment guaranties also broaden market for U.S. goods

The Agency for International Development helps bring U.S. goods and services into an Africa which was traditionally a market for European exports. AID provides the opening wedge into the African market for U.S. goods and services, but it is up to the U.S. businessman to make sure AID's effort isn't wasted.

While aid can help open a market for U.S. goods, it cannot keep it open. It is up to the exporter to follow up on sales to make certain he has satisfied customers. He must also set up distributors who will continue to sell his products after the original boost has been given by AID-financed orders. If the exporter does not follow up, the impact of the original order will soon be dissipated.

The same can be said for American contractors doing work on AID-financed projects. Unless they continue to seek new jobs while they are geared to do business in Africa, the momentum given by their AID-sponsored contracts will be lost.

AID is concentrating its attention on nine African "development emphasis" countries: Morocco, Tunisia, Ethiopia, Ghana, Liberia, Nigeria and the East African Community members—Kenya, Uganda, and Tanzania. These countries have been selected on the basis of their size, natural and human resources, past economic progress and promise for future development. AID hopes they will help lead the way to Africa's development. U.S. business has already found fertile investment and trade opportunities in these countries.

Africa's many new efforts at regional cooperation will also create larger markets for the American investor and exporter.

Agriculture, by any measure, is now the most important field of economic activity throughout Africa. Eight out of ten Africans live and work on the land. AID is focusing heavily on improving agriculture to create farm surpluses for export and permit other resources to be directed to future industrialization by the Africans themselves.

The U.S. is helping the Africans to attack the problem from all angles—from farmer education to basic research, from building farm-to-market roads to developing systems of credit.

AID loans to boost agricultural and industrial production in Morocco, Tunisia, Ghana and Congo (Kinshasa) result directly in exports for U.S. business. These loan funds buy U.S. cannery equipment, water pumps, metalworking lathes and other machinery to build and equip new plants. That creates a secondary demand for replacement parts. And, hopefully, when the time comes to enlarge existing plants, U.S. products are the accepted and proven standards the Africans buy to equip them.

Purchasing Center

As part of the effort to increase U.S. exports to Africa and to encourage Africans to buy in the United States, AID helped create the Afro-American Purchasing Center in New York (30 Church St., New York, N.Y. 10007) which is designed to familiarize African purchasing officials with U.S. procurement techniques. Once again, the hope is that the habit of buying American goods will persist even though official U.S. assistance diminishes or is phased out.

AID also offers specific and extended risk guarantee programs designed to protect investments. The extended risk program provides guarantees for all risks, including commercial risks, for loans to private enterprises and for equity investments in Africa. The loan guarantee, which covers up to 75% of a loan, requires U.S. procurement equal to 100% of the loan. The equity guarantee covers 50% of the investment and requires U.S. procurement equal to the amount guaranteed. Thus, these programs directly encourage exports to Africa.

Although only one extended risk guarantee was authorized between 1961 and 1966, five more such guarantees have been authorized since then.

The best-known insurance program is the specific risk guarantee program, which guarantees against expropriation, inconvertibility and war risk. A total of $547 million of coverage has been written in this program in Africa. While this program does not directly require U.S. procurement, the net effect, like that of the extended risk program, is to create markets for U.S. products.

The U.S. assistance program contributes very little to the dollar drain. Approximately 90% of all aid to Africa during fiscal 1967 was spent on U.S. goods and services. In the field of development loans, which constituted the bulk of the spending ($97.8 million)—and which use the largest amount of American goods—91% of all spending was on U.S. goods and services. An even better rate is expected in the future.

U.S. AID TO AFRICA is concentrated mostly in nine countries, including Ghana, where these local fishermen use American-made outboard motors to speed up their traditional fishing canoes.

CONTINENT ON THE MOVE

Industrialization goes on

Africa has made significant gains, but Continent still has long way to go

Africa has made significant strides toward industrialization in recent years, but it still has a long way to go.

Industrial output in the African continent has shown a relatively rapid rate of growth over the past two decades. However, since the starting base was very low, the absolute value is still relatively small. Excluding the Republic of South Africa, which in 1963 accounted for 37.5% of the continent's manufactured output, the share of industry in Africa's $38.06 billion gross domestic product (GDP) that year was 10.6%.

Consequently, progress in the industrial sector has had scarcely any effect in bringing about a structural transformation of the African economies.

Although manufacturing is concentrated in Southern Africa, North Africa including the United Arab Republic (UAR), follows closely with one-third of the continent's output. Eastern Africa accounts for another 12.5%, while the remainder is fairly evenly divided between West and Central Africa.

Nevertheless, there are wide differences among individual countries in each region. Southern Rhodesia is the only country in all of tropical Africa to have developed at least minimally all major divisions of manufacturing, although Congo (Kinshasa) also has a relatively well-developed—if antiquated—manufacturing capability.

Most plants small scale

With the exception of some large-scale operations based on locally-extracted mineral resources, African industry is composed mainly of small-scale plants using relatively simple manufacturing processes to produce a range of consumer goods. Non-African ownership and management of these plants, although on the decline, is still common.

As in other parts of the world, the structure of manufacturing in Africa is related to the level of industrial development. Light or consumer goods industries predominate, accounting for 75% or more of the total value added in manufacturing in the majority of African countries. Increasing weight has been given in recent years to the development of intermediate producer goods and capital goods industries, however.

Perhaps the most dramatic development in this area has been in petroleum refining. where the number of refineries increased from two or three in 1950 to 18 by the end of 1966.

The share of heavy manufacturing, which includes both intermediate and capital goods industries, varies from less than 10% in some countries to more than 50% in a few others, although, outside the Republic of South Africa, the branches of heavy industry cannot be considered particularly diversified in any country.

Plans of an increasing number of African countries call for a variety of developmental undertakings for heavy industry that would result in that sector's growing at a greater pace than the planned development of light-manufacturing industries. The significance of this tendency to U.S. exporters is obvious: there will be an increasing demand for industrial goods in the African market.

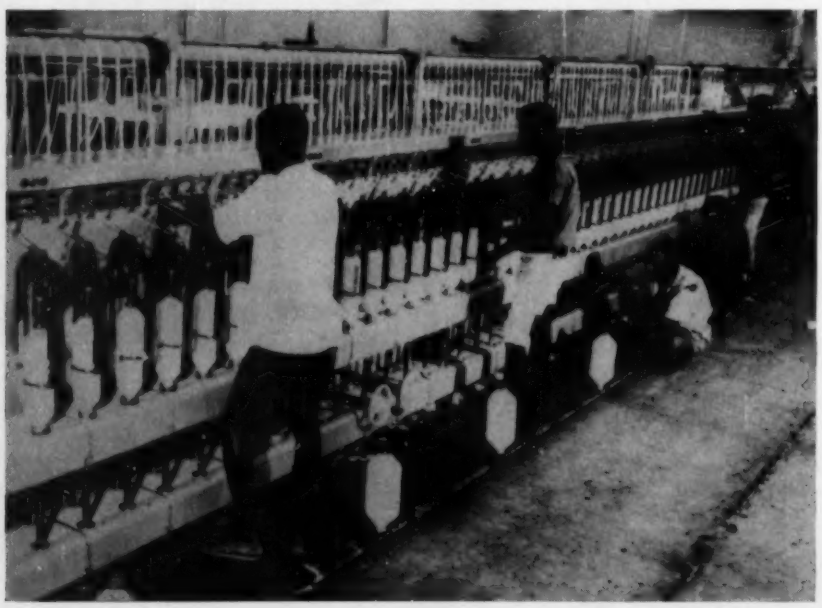
Although labor-intensive industries are generally still preferred by African government planners, the pressures for prestige industries and a share of the industrial export market are leading to the establishment of a growing number of capital-intensive plants in country after country.

The development of export-oriented industries over and above those for processing raw materials will require the modernization of equipment installed in plants originally established to produce for the protected domestic market. This in turn will increase the demand for capital-goods imports.

Examples of this process already at work are some of the food and beverage preservation industries in Eastern Africa and oil extraction industries in a number of West African countries.

A serious impediment to more rapid industrialization in this direction is the small size of individual-country markets; 14 African countries and territories have fewer than one million persons each. The only alternative to enlarging the market via exports is the evolvement of economic cooperation among the smaller

LABOR INTENSIVE INDUSTRIES are still preferred by most African governments, but pressures for prestige industries which can manufacture for export are growing. Below, a textile mill.



African countries, to create viable economies for regional industries. Fortunately, the need for regional cooperation to foster economic development is being progressively emphasized by many countries on the continent.

Forest industries—The current pattern of wood and wood products consumption in Africa is dominated by the largely rural, often subsistence, use of wood in the round. But it is the processed forms of wood—sawnwood, wood-based panels, and pulp and paper—which are vital producer and consumer goods that can contribute significantly to industrialization.

Development has also been affected by supply factors: the major sawmilling and plywood and veneer activity is in richly forested West Africa, while pulp and board capacity has been built up in North and Southern Africa, where pulpwood timber plantations have been established.

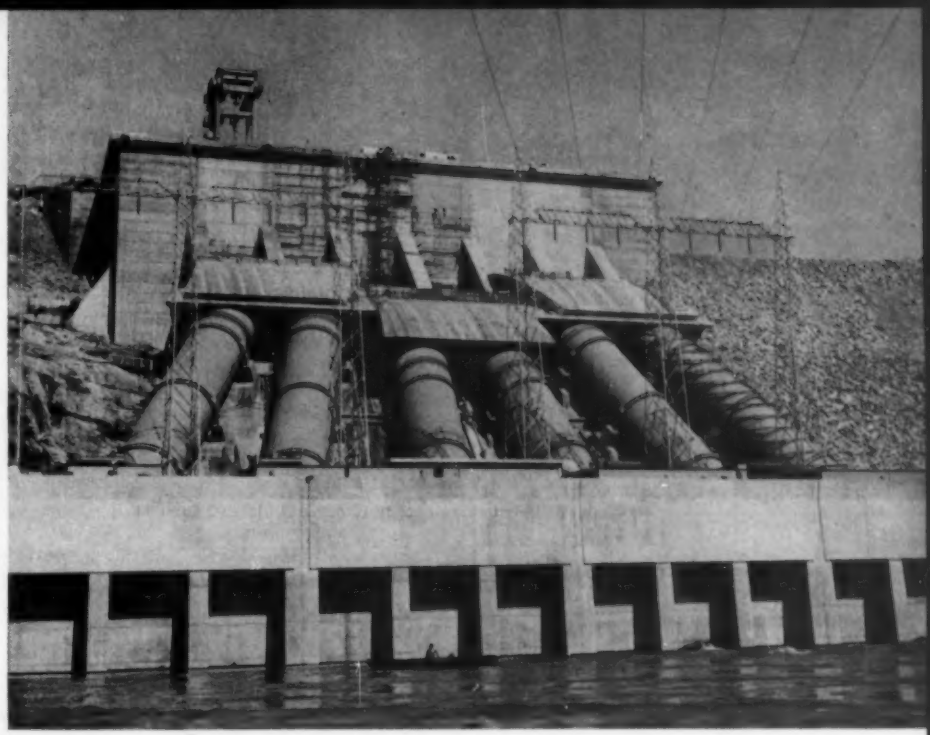
Many of the industries, particularly sawmilling, are made up of small, poorly equipped units with inadequately trained staff. Their development to a level that will meet even local market demands is hampered by shortages of capital, inadequate infrastructure and a lack of technical and marketing skills.

Building materials—Despite the geographic imbalance in distribution of basic raw material resources in the continent and the export orientation of their development, a vast foundation exists upon which to build import-substitution industries in the building materials industry. Nevertheless, the sector is currently underdeveloped, imports represent about 55% of the value of building materials consumed in Africa, exclusive of Southern Africa. The majority of countries rely upon imports for as much as 60–70% of their domestic requirements.

Exceptions to this general pattern exist, notably in the cement industry. West Africa, in fact, is the only region still experiencing a serious lag in domestic production; otherwise, local production has run parallel to the trends in consumption.

The most even development, continent-wide, has been in the production of primary bulk materials, such as brick, concrete blocks, and sand and aggregates, which do not lend themselves to long-distance hauling. Even so, production processes in the majority of countries are rudimentary.

The growing demand for building materials and components and the need to expand the building materials industry in the years to come are clear. To meet these moderate estimated demands, considerable expansion of the building materials industry would be required: the sheet glass industry by 430%, the iron and steel products industry by 600%, and similar figures for other industries. Obviously the African market for building material imports will increase before it diminishes through import substitution.



POWER FOR GROWING INDUSTRIES is a continuing need throughout Africa, and several hydroelectric projects are underway. Above, a power station at the Volta River Project in Ghana.

Iron and steel—Most African countries depend heavily on imports for their supply of iron and steel products. Some 70% of domestic requirements or iron and steel products are covered by imports. Major exceptions to this dependence, other than the Republic of South Africa, are Southern Rhodesia, Tunisia, and the UAR.

Dependence on imports has grown in the postwar years as iron and steel consumption increased: excluding Southern Africa, the annual average rate of growth in consumption was 7% between 1953 and 1963.

Future consumption of iron and steel in Africa is likely to increase at an annual rate of 8-9%, varying from a 50% rise above this average for cold reduced sheet to an increase only marginally above present levels for rails and galvanized sheet.

Economies of scale assume particular importance in the establishment of metallurgical operations and usually necessitate a market greater than that afforded by an individual country in Africa. The United Nations Economic Commission for Africa (UNECA) has been especially active in this regard, sponsoring regional conferences to seek coordinated development of the iron and steel industry, among others.

The policy as it has evolved in Eastern and West Africa would call for establishing one or a limited number of integrated plants supplying the whole region. These plants would be supplemented, where desirable, by re-rolling mills located in particular countries to supply national requirements. An obstacle to be overcome, however, is the lack of regional regulating authorities to control prices, supervise market-sharing arrangements, and deal with other problems which may arise.

Iron, steel plants increase

Meanwhile, the number of new iron and steel facilities planned or actually being installed for individual country markets continue to increase. Recent installations include an 80,000-ton-a-year integrated works in Tunisia, a 12,000-ton scrapmelting plant in Ghana, and increased capacity in both iron and steelmaking in Rhodesia. Plans for iron and steel facilities are well advanced in Morocco and are under consideration in Kenya and Zambia.

Chemicals—Current consumption and projected demands for most chemicals in individual African countries do not justify their production on a national basis, owing to the capital-intensive nature of an industry which is characterized by high economies of scale and obsolescence. Therefore, a regional approach is going to be a basic prerequisite in most cases to the successful development of the

MOST OF AFRICAN INDUSTRY still consists of small-scale plants, using relatively simple manufacturing processes to make a range of consumer goods. This Libyan pottery is sold at a Government-sponsored market specializing in consumer items.

chemical industry in Africa, concludes UNECA.

North Africa offers the best regional market for chemicals, taking 50% of the continent's imports in 1961 (excluding Southern Africa).

Imports of chemicals into Africa increased by an average annual rate of 6.5% between 1956 and 1963, from $385 million to $600 million. The share of chemicals in the total import bill increased from 5.6% to 7.2%. Leading suppliers were the European Economic Community (48%), European Free Trade Association (28%), and North America (11%).

Medicinal and pharmaceutical products are the most important chemical imports; they accounted for 26.4% of the total, or $108.2 million, in 1961, followed by manufactured fertilizers with 12.9%.

While the pre-conditions for creation of a medicinals and pharmaceuticals sector—basic chemical industries, costly laboratories, skilled personnel—are still in early stages of development, the fertilizer industry has more immediate prospects. This is encouraging in view of the prospective significant rise in demand and the sector's impact on the development of the entire economy and on some of the basic chemical industries in particular.

North Africa's fertilizer industry is the most advanced: both nitrogen and phosphate fertilizers are manufactured. With abundant reserves of raw materials, the region can become a net exporter. Eastern Africa is the only other region with some plants already in operation, in Uganda and Southern Rhodesia.

Fertilizer imports will continue to grow to meet the increased demand before domestic production takes over. The largest quantities currently imported are nitrogenous fertilizers, followed by potash fertilizers, which are entirely imported.

Some beginnings have been made on a petrochemical industry in Africa. The total number of petrochemical complexes is expected to increase steadily in order to make use of the byproducts of the expanding number of petroleum refineries in the continent.

Aluminum—With 33% of the world's bauxite resources and 32% of its high-grade hydroelectric potential, Africa has the potential to become a world leader in the production of crude aluminum. But as a current and prospective consumer of the metal, the Continent ranks last among world regions.

Three African countries, Cameroon, Ghana, and Guinea, have become primary aluminum producers; the capacity of their smelters is 57,000, 115,000, and 500,000 tons, respectively. Proposed smelters in Angola, Congo (Brazzaville), Congo (Kinshasa), and the UAR would give Africa about 12% of world output. Such a development would be principally for export markets, however.

African consumption of aluminum, virtually all imported, has been rising steadily. The total was some 51,000 tons in 1963. Southern and West Africa each took one-third of this amount, while North Africa used 9,000 tons and Eastern Africa, 6,500 tons. The cost of these imports was $36 million.

African processing capacity is presently confined largely to small rolling and corrugating mills and to utensil plants, which utilize imported ingot and sheet. Smaller amounts are imported for such purposes as windows and doors made from imported extrusions, foil for cigarette and other packages, tubes for pipe and wire. Only in the Republic of South Africa and, on a small scale, in Tanzania, are some of these products also made directly from the crude metal.

Nevertheless, already there are at least 44 aluminum fabricating plants in the continent, including the Republic of South Africa. The most popular use of aluminum in Africa today is in utensils.

Minimum projections of aluminum consumption in the continent by 1980 of between 75,000 and 114,000 tons will be greatly exceeded by primary aluminum production. As the economies of African countries grow and diversify, however, new uses of aluminum will be developed and more products can be made—at first in small plants of a few hundred or a few thousand tons annual capacity.

MOST DRAMATIC INDUSTRIAL DEVELOPMENT has been the rapid rise in petroleum refining, following recent oil strikes. Here, crude oil from underwater lines is pumped aboard a waiting tanker.

CONTINENT ON THE MOVE

Multinational African groupings rate attention by U.S. traders

Need for economic cooperation has led to various units in fields of trade, investment, industry development, science

The new nations of Africa, seeking to accelerate their development through cooperation with neighboring states, have entered into various regional groupings and multinational arrangements. These relate importantly to trade, industrial development and scientific research as they range across the spectrum of international relationships.

U.S. traders, alert to the commercial patterns now being set on the continent, will want to keep their attention on a number of these organizations.

U.S. businessmen should find use for the publications and reports of these organizations, which in many instances represent the only authoritative information available. In this connection, businessmen may refer to Overseas Business Report (OBR 67-81) *"Useful Market Surveys and Industry Reports Issued by the United Nations Economic Commission for Africa —ECA,"* for a complete listing.

Following are brief summaries of selected multi-national economic organizations in Africa.

African Development Bank (ADB) *Members:* Algeria, Burundi, Cameroon, Congo (Brazzaville), Congo (Kinshasa), Dahomey, Ethiopia, Ghana, Guinea, Ivory Coast, Kenya, Liberia, Malawi, Mali, Mauritania, Morocco, Niger, Nigeria, Rwanda, Senegal, Sierra Leone, Somalia, Sudan, Tanzania, Togo, Tunisia, Uganda, Upper Volta, United Arab Republic, Zambia. Membership is open to all independent African states.

Background: The agreement establishing the ADB was adopted in Khartoum on Aug. 4, 1963, and became effective on Sept. 10, 1964, when the required ratifications were deposited.

Aims and Current Status: The purpose of the Bank is to contribute to the economic and social development of its members, individually or jointly. The Bank finances investment projects and programs relating to development, with special emphasis placed on multi-national projects. It provides technical assistance for study, preparation, financing, and execution of projects, and endeavors to mobilize resources from outside as well as from within Africa.

The authorized capital is $250 million, of which half is to be paid in installments and half is callable. More than $50 million in convertible currencies had been paid in by members as of April 1968.

The charter of the Bank provides for the possibility that non-members may be willing to contribute special funds for loans on soft terms. The Bank is actively seeking such funds.

The Bank was officially opened to receive loan applications on July 1, 1966. It has made six loan commitments totaling $6 million.

ADB is a member of a steering group, together with UNECA, UNDP (United Nations Development Program) and the World Bank, which is concerned with inter-African coordination of transport, power and telecommunications.

Organization: The Bank has a Board of Governors, Board of Directors (nine members from different African countries), and a President and staff.

Headquarters: Abidjan, Ivory Coast.

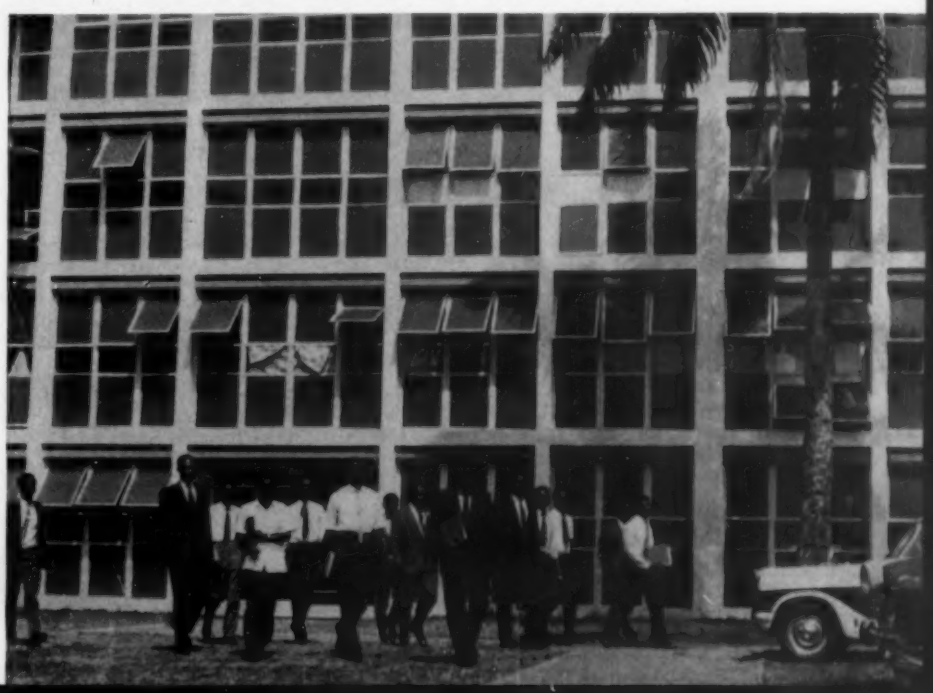
Associated Overseas Countries of the European Communities (AOC) *Members:* European—Belgium, Germany, France, Italy, Luxembourg, the Netherlands; African and Malagasy—Burundi, Cameroon, Central African Republic, Chad, Congo (Brazzaville), Congo (Kinshasa), Dahomey, Gabon, Ivory Coast, Malagasy Republic, Mali, Mauritania, Niger, Rwanda, Senegal, Somalia, Togo, Upper Volta.

Background: The Convention of Association, known as the Yaounde Convention, was signed July 20, 1963, between the European Economic Community (EEC—now part of the European Communities—EC), and the African and Malagasy States. It covers trade, financial and technical cooperation, right of establishment, services, payments, and a development fund. Provisions concerning preferences on trade relations and the expenditures of the development fund (EDF) are major features. The Yaounde Convention expires in 1969, but can be extended.

Organization: The Association Council consists of members of the Council of the EEC and members of the Commission of the EEC on the one hand, and on the other, one member of the Government of each Associated State. It is assisted by the Associated Committee composed of one member of each EEC member state, one representative of the EEC Commission, and one representative of each Associated State.

The Parliamentary Conference is composed, on a basis of parity, of members of the EEC Assembly and members of the

BETTER EDUCATION FOR AFRICANS concerns all the nations of that continent. Here, a group of newly-trained teachers leaves a secondary school teacher training college in Lagos, Nigeria.



Parliament of the Associated States.

The Court of Arbitration is composed of five members: a president and four judges appointed by the Council.

Headquarters: There are no official headquarters. Since the African permanent representatives to the EEC reside in Brussels, the continuing dialogues and discussions take place there. The EEC executive performs the executive tasks assigned by the Association Treaty and the Association Council.

East African Community (EAC) *Members:* Kenya, Tanzania, Uganda.

Background and Functions: The Treaty for East African Cooperation signed in Kampala, June 6, 1967, went into effect Dec. 1, 1967. The Treaty provides for a regional Common Market, a common investment policy, and continuation on a new decentralized basis of the existing common services, as well as convertibility of the three national currencies. It lays down general rules governing trade among the partner states, most notably the formalization of an existing common customs tariff. There are also provisions for the harmonization of fiscal incentives affecting the establishment of industry in the three countries, the transfer tax system to protect infant industries, and the establishment of an East African Development Bank designed to promote more balanced industrial development in the region.

Organization: The East African Authority—Three Heads of State assisted by three Ministers; five Ministerial Councils —Common Market Council, Communications Council, Economic Consultative and Planning Council, Finance Council and Research and Social Council; the East African Legislative Assembly; the Common Market Tribunal; four Corporations—East African Railways, East African Harbors, East African Posts and Telecommunications and East African Airways; the East African Development Bank, and the Court of Appeal.

Headquarters: East African Authority and Secretariat—Arusha, Tanzania; Development Bank—Kampala, Uganda; Posts and Telecommunications Corporation—Kampala, Uganda; East African Airways Corporation and East African Railways Corporation—Nairobi, Kenya; East African Harbors Corporation—Dares-Salaam, Tanzania, and Inland Marine Services—Mwanza, Tanzania.

Organisation Commune Africaine et Malgache (OCAM) *Members:* Cameroon, Central African Republic, Chad, Congo (Brazzaville), Dahomey, Gabon, Ivory Coast, Malagasy Republic, Niger, Rwanda, Senegal, Togo, Upper Volta, Congo (Kinshasa), Mauritania (for technical organizations only).

Founded: February 1965. Charter signed June 1966.

Functions: To reinforce cooperation and solidarity among African and Malagasy states in order to accelerate their economic, social, technical and cultural development. First economic act was to sign a sugar agreement. The organization has also advanced common political objectives of the group, particularly through exchange of views by Chiefs of State. It has under consideration the organization of a meat marketing complex with headquarters in Fort Lamy.

Organization: Conference of Chiefs of State, Council of Ministers, and a Secretariat headquartered at Yaounde, Cameroon.

Organizational Units Affiliated with OCAM: Union Africaine et Malgache de Banques pour le Developpement (Yaounde); Office Africaine et Malgache de la Propriete Industrielle (brands and patents) (Yaounde); Union Africaine et Malgache des Poste et Telecommunications (Brazzaville); Air Afrique (Abidjan), and Office Inter-Etats du Tourisme Africain (Yaounde).

Organization of African Unity (Economic functions) (OAU) *Members:* All independent African countries, except the Republic of South Africa, are full members.

Purposes: One of the stated purposes of the OAU, created in May 1963, is to coordinate and intensify (the members') cooperation and efforts to achieve a better life for the peoples of Africa. The Charter provides for four Commissions with economic and social functions. In 1966, in the interests of economy, it was decided to merge them into two commissions: the Economic and Social Commission and the Educational, Cultural, Scientific and Health Commission. Four technical bureaus concerned with soils, animal health, nutrition, and phyto-sanitation are attached to the latter. The OAU has a working arrangement with the UNECA and sends representatives to the latter's plenary sessions and committees.

Headquarters: Addis Ababa. A functional office also operates in Lagos, Nigeria.

Central African Customs and Economic Union (UDEAC) *Members:* Cameroon, Congo (Brazzaville), Gabon. Chad and the Central African Republic were founding members but have renounced membership.

Background: The Union Douaniere at Economique de l'Afrique Centrale (UDEAC) which came into being on Jan. 1, 1966, replaced the Equatorial Customs Union (Union Douaniere Equatoriale—UDE), which was set up by the four members of the former Federation of French Equatorial Africa [Gabon, Chad, Congo (Brazzaville), Central African Republic] in June 1959. Cameroon became an associate member of UDE in 1961 and a Cameroon/UDE committee was established in February 1964. The treaty establishing the customs union was drawn up by Dec. 8, 1964, and agreed upon at Yaounde on Dec. 13, 1965.

The decision to integrate the economies of the five territories has been facilitated by their common membership in a regional bank of issue and a monetary union. An oil refinery at Port Gentil, Gabon, is being constructed as a joint enterprise. Other projects are under consideration. There is a Solidarity Fund. The organization of the UDEAC may be changed due to the withdrawal of Chad and the Central African Republic after the formation of the UEAC in April 1968 (see below).

Functions: To remove barriers to trade within the region; coordinate the regional distribution of industry in line with economies of scale; coordinate overall regional development; erect common external tariffs and coordinate fiscal policies; institute a single internal tax on trade within the region; pool resources on expensive development projects such as infrastructure and higher education; institute a single investment code for the region in order to attract larger amounts of foreign capital, and to create a UDEAC Solidarity Fund.

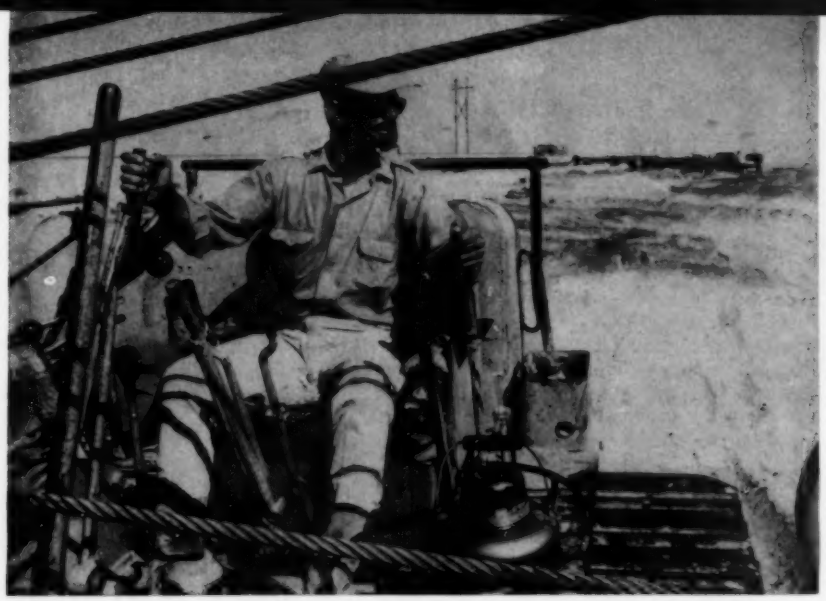
Organization: Consists of a Supreme Heads of State Council, a Ministerial Executive Committee, a Secretariat, and a revolving presidency.

Headquarters: Brazzaville (formerly in Bangui).

West African Customs Union (WACU) *Members:* Niger, Dahomey, Ivory Coast, Senegal, Mauritania, Upper Volta, Mali.

Background: The convention was signed in Paris in 1959 to maintain the tariff relationships of the French West African States after independence, and has continued to exist as the West African Customs Union. (Its French initials are UDEAO.) A revised convention was signed in June 1966 and came into force Dec. 15, 1966.

The new convention provides for the application of a common external tariff as the basic purpose of the agreement and for the harmonization of members' customs legislation and regulation. The convention also states that the WACU may be given the responsibility for carrying on negotiations with a country or an international or regional organization on behalf of the member states. WACU is not, however, a customs union in its applica-



COOPERATION AMONG AFRICAN STATES is reflected in multi-national groupings which promote regional and continent-wide trade and development. Above, Libyan bulldozer operator on project.

tion to trade between the members, for which each member has a special tariff calculated on the revenue fees, "Taxe fiscale a l'importation," the rules of which are not uniform within WACU.

Organization: a Council of Ministers of Finance, a Board of Experts, and a General Secretariat with Secretary General.

Headquarters: Abidjan, Ivory Coast.

Union of Central African States (UEAC) *Members:* Congo (Kinshasa), Central African Republic, Chad. Membership is open to all African states.

Economic Functions: The Charter of the UEAC, signed Apr. 2, 1968, at Fort Lamy, Chad, provides for the progressive attainment of: a common external tariff and free movement of goods within the Union; free circulation within the Union of persons, services and capital; a common economic policy including a harmonization of development plans, internal taxation, wages and social legislation; and an investment code favoring inland members; common transport and telecommunications organizations; creation of a Compensation and Investment Fund; institution of a tax favoring the increase of consumption of members' products and trade between members, and establishment of an Investment Bank.

There are also provisions for cultural cooperation and for cooperation to assure external frontiers in case of aggression.

Organization: a Conference of Chiefs of State, a Council of Ministers, and an Executive Secretariat.

Headquarters: Bangui, Central African Republic.

United Nations Economic Commission for Africa (UNECA) *Members:* All independent African countries (Republic of South Africa excepted) are full members. Non-independent African territories and their metropoles participate as associate members, except Portugal and South Africa. Their territories, however, are considered associates and a resolution was passed at the eighth session recommending that the Organization of African Unity determine the representatives of Angola, Mozambique, Portuguese Guinea, and South West Africa.

Functions: UNECA is a UN regional body created by the Economic and Social Council in 1958 as one of four Regional Commissions. It is dedicated to the promotion and planning of African economic and social development through cooperative and regional action by African states. In 1965-66 the UNECA sponsored meetings on economic cooperation in each of the four African subregions—East, Central, North, and West. The establishment of the Economic Community of Eastern Africa (ECEA) as well as the Economic Community of West Africa resulted from these meetings.

Two of the major accomplishments of UNECA have been the establishment of the Institute for Economic Development and Planning at Dakar and sponsoring the formation of the African Development Bank (now completely autonomous) at Abidjan. In addition, the Commission has established statistical training centers at Addis Ababa, Yaounde, Dar-es-Salaam, and Accra.

UNECA has an expert staff and carries on extensive research and planning activities, primarily from the Addis Ababa headquarters.

Organization: There is a Secretariat at Addis Ababa headed by a Secretary-General. UNECA has subregional offices, each with a resident director, at Kinshasa, Lusaka, Niamey, and Tangier.

UNECA held its eight plenary sessions during May 1967. Following a decision of the seventh session in 1965, plenary sessions are now held every two years instead of annually.

The main divisions of UNECA, each of which has a professional chief and staff, are: Economic Cooperation; Administration, Conferences, and General Services; Industry; Agriculture (Joint UNECA/FAO); Natural Resources and Transport; Research; Statistics and Demography, and Trade, Fiscal and Monetary Matters.

Headquarters: Addis Ababa, Ethiopia.

West African Regional Group (WARG) *Members:* Gambia, Ghana, Guinea, Liberia, Mali, Mauritania, Nigeria, Senegal, Upper Volta (the Protocol is open to signature by all states of West Africa).

Background: Plans for a West African Economic Community (WAEC) were drawn up at a subregional UNECA Conference in Niamey, Oct. 10-20, 1966, which was attended by 12 West African States. Gambia and Guinea did not attend. Six months later, Articles of Association for the establishment of such a Community were agreed to at a meeting in Accra and an interim organization known as WAEC was formed, pending agreement on a draft treaty.

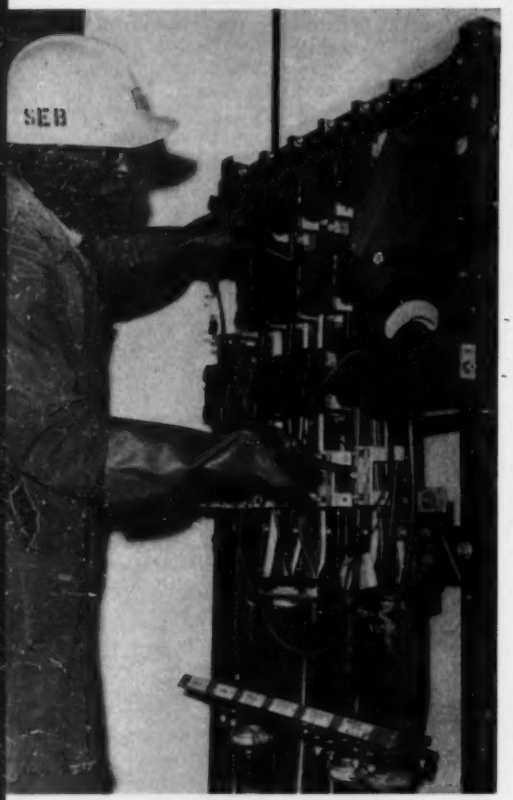
A West African summit conference was held at Monrovia, Liberia, Apr. 22-24, 1968. Five states (Ivory Coast, Dahomey, Togo, Sierre Leone, and Niger) which had signed the WAEC Articles of Association did not attend. At the Monrovia summit, a protocol was signed creating the West African Regional Group. This protocol incorporates the WAEC Articles of Association for which it provides a political superstructure. Present plans call for the Council of Ministers to meet in December in Monrovia to draft the Charter, and for the Heads of State to meet next March in Ouagadougou to sign the Treaty. Meanwhile, an appeal will be made to the other West African countries not represented to join.

Functions: Cooperation in the regional development of industry, agriculture, transport and communications, energy, health, education, training, research and cultural exchange. Removal of the barriers to internal trade with the ultimate objective of establishing a common market; harmonization of fiscal and monetary systems.

Organization: a Conference of Heads of State and Government, a Council of Ministers, an Executive Secretariat, and Subsidiary Bodies.

Swaziland in fine start

Newly independent nation needs capital goods, welcomes U.S. investors



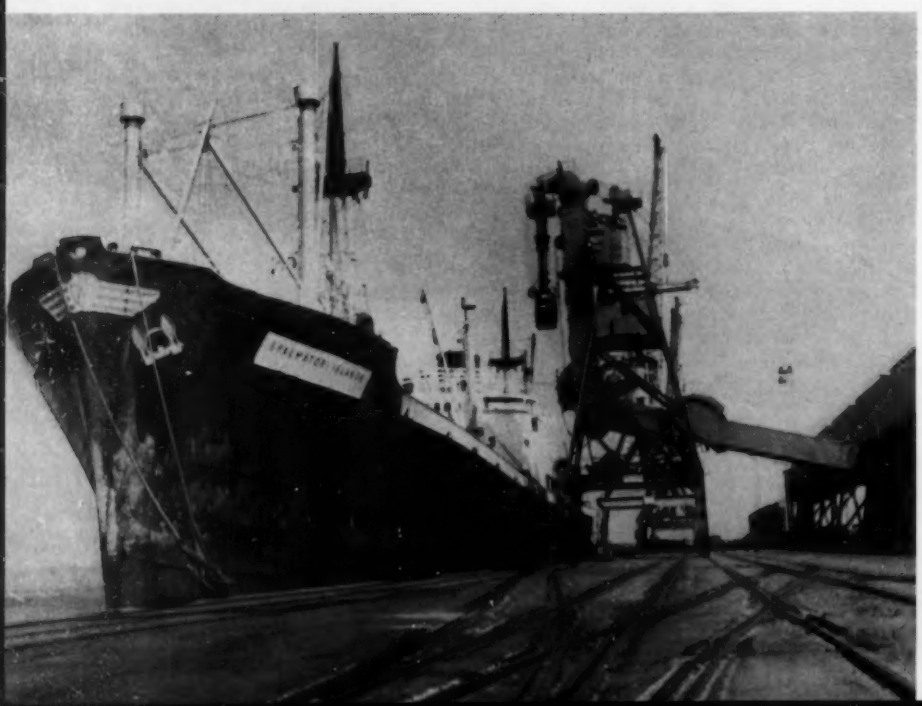
On Sept. 6 Swaziland obtained its independence from Britain and became the Kingdom of Swaziland. This small Southern Africa nation, squeezed in between South Africa and Mozambique, already has a healthy economy, which has been recording spectacular growth in recent years.

A firm base for further agro-industrial development presently exists, since the country has a solid infrastructure and abundant natural resources. U.S. firms will find that Swaziland requires capital equipment to power additional growth, and an admiration for U.S. technical know-how.

The last of the former British High Commission Territories to achieve independence (Botswana and Lesotho preceded Swaziland by almost two years), the country has an economically bright future based on enormous mineral potential.

Swaziland has abundant reserves of at least four economically important minerals and production in this sector in 1967 was valued at some $26 million, an increase of $2.7 million over 1966.

EQUIPMENT IMPORTS have been devoted to modernizing Swaziland's electric power system (left). Sugar, one of the country's major export commodities, is bulkloaded (below) at the port of Lourence Marques in neighboring Mozambique.



Continued growth of minerals production can be expected to spill over into secondary industry, creating both the raw materials for additional domestic production, and demand for final products, such as tools and supplies.

Iron ore, over the past five years, has moved up to become Swaziland's most important export. In 1967, production amounted to some 2.1 million tons of ore, valued at over $14 million; for the future, a ten year contract with Japan for 12 million long tons of iron ore, should continue to provide needed foreign exchange.

Almost as important as the iron ore, Swaziland has the world's fifth largest asbestos mine, which earns roughly $7 million in foreign exchange annually. Huge resources of coal and virtually untapped deposits of kaolin can also be expected to play a large role in Swaziland's future growth.

Export growth

Swaziland's exports have expanded considerably in the 1960's, and totalled $58.2 million by 1967. In addition to asbestos and iron ore, major exports are wood pulp, sugar, canned fruits, meat products and cotton. Continued increases in exports are anticipated.

Imports, valued at $40.5 million in 1967 consist primarily of manufactured products, machinery, and building and construction materials. On a per capita basis, this amounts to imports per resident of just over $100. The level of imports can be expected to rise, as the country's rapid growth continues and exports increase.

Further expansion and diversification of Swaziland's thriving economy will present new opportunities for U.S. firms. Power will be in increasing demand, and considerable capital equipment will be needed for this sector. Sales of electricity increased ten times since 1964, amounting to 6 million units monthly by early 1968, and a 66,000 volt transmission network now covers the more important parts of this young nation. A World Bank financed program to expand the hydro-electric installation to 21,500 KW is expected to be completed by 1969; however, additional projects will almost certainly have to be undertaken shortly thereafter.

Road improvement is another area that

will have to be given continued emphasis, and supplies of road-making equipment should find a receptive market. Another project on the drawing boards is the proposed $123 million Usutu River Basin Development scheme, which would provide irrigation for additional land. U.S. contractors, of course, should keep alert to developments in this area.

Tax inducements announced

The Swaziland Government is eager to attract foreign capital and know-how. Consequently, in an effort to improve the domestic business climate, new taxation inducements have been recently announced by the Ministry of Finance. Some of the principal features are the following:

► For all companies, except those engaged in mining, there is a fixed rate on taxable income of .333 cents in the Rand (1 Rand equalling $1.40).

► Persons and companies carrying on trade in Swaziland are permitted deductions actually incurred in the production of income.

► 30% allowance on new or unused machinery or plant brought into use during an assessment year. Total allowance, including depreciation, can amount to 130% on capital investment.

► 30% investment allowance on buildings used in manufacturing, including processing. Total allowance can also rise to 130% on capital investment.

► Depreciation on houses erected for employees.

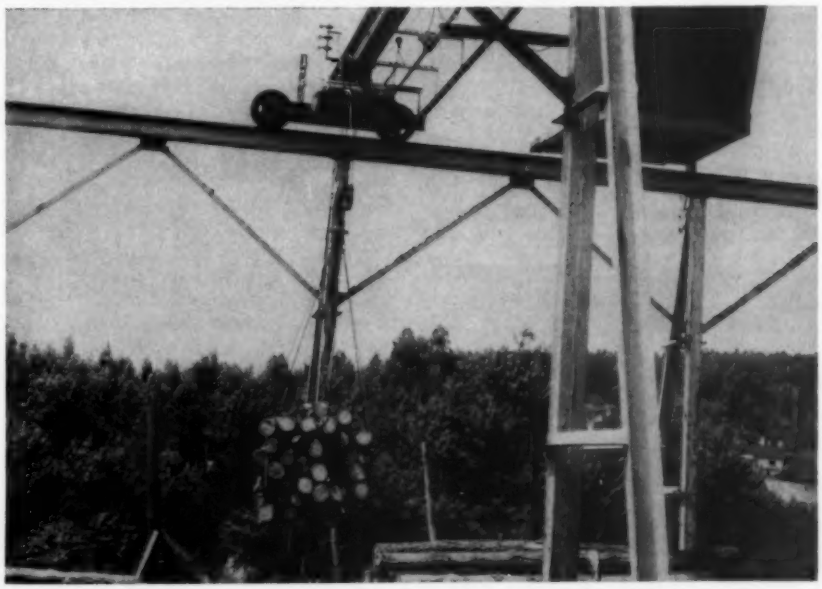
► Deduction for depreciation with respect to used machinery or plants at the discretion of the Collector of Taxes.

New industrial site

Since its opening in 1965, the Matsapha Industrial Site has been attracting secondary industries. Swaziland's first cotton ginnery and an abattoir-meat processing works were established at Matsapha in 1965. Six major POL (petroleum, oil and lubricants) bulk storage depots, supplied by rail direct from Lourenco Marques, followed. Loading depots were built by the Usutu Pulp Company and Swaziland United Transport. In 1967, a brewery was opened. The most recently opened enterprise is a confectionery factory. A cardboard container factory and a cement grinding and bagging plant are under construction. Several other sites have been purchased but not yet developed.

The Matsapha Industrial Site consists of 1300 acres. The sites are fully serviced with power, water, sewerage and storm water drainage. A 3½ mile rail spur links up with the railway line to Mozambique. A second spur is under construction. Good highways link Matsapha with Johannesburg (240 miles) and Lourenco Marques (150 miles).

Detailed information on the site as well as investment details is available from the Ministry of Finance, P.O. Box 443, Mbabane, Swaziland.



PROPOSED $123 MILLION DEVELOPMENT PROJECT could provide openings for U.S. contractors, as well as sales of heavy equipment. Above, American-made equipment at work on a Swaziland project. Below, log-handling machinery in operation at the Peak Timbers saw mill.

Special interest

In addition to secondary industries, the Swaziland Government would be especially interested in investment capital for the following:

► food processing: investment in Swaziland's one canning factory offers excellent possibilities. Now presently processing pineapple and grapefruit, the cannery could be expanded to process other fruits and vegetables.

► ceramics: untouched deposits of kaolin clay make possible a thriving ceramics industry.

► cattle: the high demand for beef offers an optimistic future for cattle raising. Swaziland's good disease control allows Swaziland to export canned and processed meat products to the British market.

Basic economic data on the economy of Swaziland is available from the Africa Division, BIC, U.S. Department of Commerce, Washington, D.C. 20230.

Botswana's minerals, livestock form base for industrial growth; capital equipment will be needed

Economy's promise is built on these prime resources; recent discoveries, improvements opening new vistas

Newly independent Botswana stands on the verge of a major breakthrough in its drive toward industrial growth and economic development.

Recent discoveries of minerals and improvements in livestock processing are expected to spur the overall industrialization of the economy, and create export opportunities for industrial equipment and supplies. Development opportunities also appear bright in such secondary and supportive areas as cement manufacturing, building materials, food processing, leather manufacturing, game skins and trophies, soft drinks, beer and textiles. As investments in these areas occur, demand for required capital equipment can be expected to open up.

BOTSWANA IS A MAJOR EXPORTER OR MEAT, and the livestock industry figures prominently in the country's development plans. These carcasses are in the freezing room at the Lobatsi abatoir.

Since receiving independence on Oct. 4, 1966, developments in a wide range of minerals have revealed new vistas for Botswana.

Two major mining interests—the Anglo American and Roan Selection Trust groups—are now engaged in the preliminary stages of developing important mines. Anglo American, through a subsidiary, is investigating a group of kimberlitic pipes, the largest of which is close to two miles in diameter. Anglo American is also interested in the development of two coal fields containing together about 558.5 million tons of proved reserves.

These deposits would be developed initially to supply thermal power stations, which would provide electric power for the whole of Botswana's industrial development.

Copper-nickel mines

Roan Selection Trust is developing copper and copper/nickel mines in the area around Francistown, which so far have been proved to contain over 25 million tons of copper/nickel ore with an average of 1.12% nickel and 1.36% copper. An important by-product of the nickel refining process is likely to be sulphur of which perhaps 200,000 tons a year could be produced. Intensive prospecting is continuing, and it is likely that further copper/nickel reserves will be discovered.

If Botswana RST develops these mines, as now seems probable, the company expects to invest between $75 million and $110 million in them. Roan Selection Trust is also investigating a brine deposit underneath a portion of the Makarikari Salt Pan, (a vast area of salt flats in north central Botswana covering about 3,000 square miles). Ample brine reserves for development exist if markets for products can be found.

Other prospecting activity includes investigation of copper/lead, antimony and kyanite occurrences. In addition, a number of different mining companies are searching for precious and semi-precious stones, manganese, iron ore, talc, gypsum, limestone and other minerals. It is also known that there are undeveloped deposits of fire clay, industrial ceramic materials and high-grade limestone.

A British firm of engineers is presently working on a pre-investment survey (to be completed this year) financed by the Government of Botswana, the World Bank and the United Nations Development Program, which will outline necessary economic infrastructure for a mining industry. It is anticipated that a major project, including transportation, power and water supplies, probably costing in the area of $50 to $60 million, will be based on this survey.

As the mines hope to be in operation in the early 1970's, this infrastructure will have to be installed in the next three or four years. It is likely to be centered around a large dam (to be built) on the Shashi River and perhaps a second dam on the Macloutsie River near the RST copper/nickel deposits.

Thermal power studied

The survey is giving serious consideration to the provision of a large thermal power station to be based on Botswana's reserves of coal. As water from the dams may be inadequate to supply the whole of the mining complex, methods of tapping the enormous water reserve in the Okavango Delta to supply the Anglo-American operations at Orapa are being examined.

In addition to its minerals resources, Botswana's 1.2 million cattle and 647,000 goats make the country a major meat producer and exporter and, consequently, provide considerable possibilities for development.

All slaughter livestock for export are handled by the Botswana Meat Commission, a statutory corporation which operates the only export slaughter house in Botswana.

Capitalized at $5 million, the Meat Commission is the largest single beef processing concern in Africa. Over 80% of Botswana cattle are owned by African farmers and are grazed on tribal land on a communal basis.

In 1965, a peak year, the total offtake of cattle was 162,000; however, the effects of the recent severe drought caused a drop in offtake to under 100,000 in 1967. Nonetheless, it is anticipated that the size of the industry will increase substantially in the next five years or so to an offtake of well over 200,000 head per year.

Major efforts are also being made to upgrade breeding stock, provide for segregation of herds, develop holding grounds for fattening cattle, improve and expand available grazing areas, etc. Consequently, the $9.0 million received by Botswana for its livestock exports annually should show considerable increase in coming years.

Given this surge of development and expansion in the Botswana economy, opportunities for U.S. exporters may also open up in the following fields: transport and communications equipment, road-building machinery, power development and distribution, and pumping and water transport equipment.

Business climate

Firms investigating operations in this minerals-rich country will find a responsive government, eager to see the private sector expand. In order to encourage new ventures, the government offers the following tax incentives:

► A company tax rate of 30% which is more favorable than that prevailing in neighboring territories.

► A building allowance of 10%.

► A new machinery allowance of 20%.

► An investment allowance of 25%.

► A "wear-and-tear" allowance of 20%.

If a manufacturer buys a machine costing $1,000, the first year he is allowed $200 new machine allowance, $250 investment allowance, and $160 wear-and-tear allowance for a total tax exemption of $610. The second year he is allowed $128 wear-and-tear, the third year $102, and proportionally less each year.

Industrial sites equipped with water and power have been developed in the three major towns along the rail line—Lobatsi, Gaberones and Francistown. Under the Industrial Development Act of 1968, a newly established firm may obtain internal protection from the Government against the establishment of competitors. There are no restrictions on the exporting of profits and dividends.

From Botswana, manufacturers have ready access to the largest and richest market in Africa, since Botswana is part of a customs union with South Africa, and has main line rail connections with the Republic.

Because of friendly relations with countries north of the Zambezi, manufacturers can also sell their products without fear of discrimination in East, Central and West Africa. U.S. firms will find the recently signed AID Investment Guarantee Agreement with Botswana an added attraction to operations in this promising Southern Africa nation.

Lesotho establishing foundation for future economic growth; some capital goods may be needed

Maryland-size land in South Africa still heavily bound to crop successes; drought has slowed recent growth

Lesotho, a Maryland-size Southern Africa nation completely surrounded by the Republic of South Africa, has made considerable progress in its two years of statehood, and today the country appears to be on the move.

In the small but growing industrial sector, a candle factory, a tire retreading works, a paint factory, and a carpet weaving plant are all nearing completion, and should be in production shortly. The preconditions for additional ventures have been established, and, as they are developed, may present opportunities for U.S. capital equipment exporters.

Agriculture will remain the mainstay of the Lesotho economy for the foreseeable future, since some 65% of gross domestic product stems from this sector, and 82% of total export income is derived from agricultural and livestock products. When conditions in this sector are good, trade in all commodities picks up.

While great efforts are being made to strengthen agriculture, production may have actually stagnated during the middle 1960's due to the long and severe drought that has covered most of Southern Africa. Improvements in agriculture in the near future are likely to come from the increased use of fertilizer, better seeds and better livestock breeding, and greater mechanization and mobilization of technical know-how, rather than from any major projects or sudden breakthroughs.

Diamonds exported

In the minerals area, although extensive geological surveys are planned, only diamonds are presently known to be commercially exploitable. In 1967 diamond exports exceeded $1.4 million for the first time, a substantial increase over the $975,000 of 1966. The Rio Tinto Zinc Corp., currently negotiating for a mining concession, may initiate diamond prospecting later this year. Favorable developments here could give this primarily pastoral nation a big boost.

Another project on the drawing boards which could provide a great boon to the economy is the proposed Oxbow hydroelectric scheme. This $45 million project would supply water to arid regions in Lesotho and South Africa, and could also be used to supply electricity at a later date. The value of the water and electric power that could be sold to the Republic from this project is estimated at almost $5 million annually.

Recently, an agreement on the project was reached in principle between Lesotho and South Africa; consequently, opportunities for contractors may develop, and power generating and distribution equipment, and pumping and water transport equipment may be in demand when work is begun.

Favorable climate

During its two years of independence, the Lesotho Government has done much to establish a domestic climate conducive to growth. Today the country has the following assets, which should encourage development in the secondary industry sector:

In the realm of transport and communications, a government-run food for work project will provide access to large areas of the interior, until recently accessible only on horseback or by air. A second road project, the paving of the North-South lowlands road, is being financed by an IDA loan and is nearing completion. This road will provide easy access to Lesotho's principal agricultural area.

Adequate power is now available. In May of 1968 the South African Electricity Supply Commission (ESCOM) extended power lines to Maseru from Ladybrand in the Orange Free State and will soon connect to other towns near Maseru. This connection will enable Lesotho to draw on a 7000-megawatt source. The government of Lesotho has stated its willingness to provide power for industrial and commercial concerns at rates lower

than RO.01 per kilowatt hour (1 Rand = US$1.40).

Water supplies, so necessary for industry, are also being improved. The capacity of Maseru's filtration plant, which takes water from the Caledon River, is to be expanded from 600,000 to 1,000,000 gallons per day by 1971. The expansion is intended to take care of the projected increase in demand through 1979, including the demand for water for industrial purposes. The price of water, now at RO.30 per thousand gallons, is expected to rise to about RO.40 per thousand upon completion of the expansion project. The Oxbow scheme would also eventually result in a further expansion of water supplies, and in a lowering of the price.

Development corporation

In order to promote growth, the government established the Lesotho National Development Corporation (LNDC) as a semi-autonomous body charged with promoting development and the establishment of industry in Lesotho. The LNDC will facilitate the process of obtaining sites, licenses and buildings and act as an intermediary for prospective investors with the government. It is also legally empowered to participate in new ventures by providing part of the capital.

Recently enacted legislation is also aimed at promoting economic development. "The Deeds Registry Act" of April 1967 effectively establishes security of land tenure in the urban areas of Lesotho and permits the transfer of urban sites between owners. The result has been a degree of security sufficient to induce the rather conservative banks of Lesotho to grant mortgages. The government is now considering further legislation to permit lease-hold tenure on urban land.

Mining Rights Act

A "Mining Rights Act" passed in December 1967 establishes procedures for obtaining exploration and mining concessions. A prospective concessionaire is enabled to apply for a mining license through a Mining Board and to obtain a mining site by application to the Chief of the locale. The latter is for all practical purposes bound to allocate the site once the Mining Board has decided to grant the license. The Mining Board is empowered to set the terms for concessions.

As a result of these developments, the outlook in Lesotho is for steady growth. While the market for luxury items will remain extremely limited in this newly independent nation, opportunities for capital goods suppliers and contractors may open up as development takes place.

Uganda offers varied openings for U.S. goods and investment; imports from U.S. up 50% in '67

Political stability, healthy investment climate improve outlook; Africanization, farm programs not seen as major hurdles

The economy and commercial position of Uganda in 1968 are essentially sound and present opportunities for American enterprise, according to the semiannual Economic Trends Report from the U.S. Embassy in Kampala.

The political structure is stable and continued economic progress, a healthy climate for foreign investment and a growing market for capital goods combine to make prospects hopeful for increased growth and a continued liberal trade policy.

Barring sudden unforeseen political upheaval, the major problems facing prospective traders and investors concern the implementation of Africanization policies, the successful completion of agricultural diversification programs, and the attraction of sufficient foreign investment to finance the Second Five Year Development Plan.

Imports of American goods into Uganda increased by 50% in 1967. In the last three years, the U.S. has moved from Uganda's ninth to third largest supplier, providing over $7.8 million worth of goods in 1967. Prospects are good for the continuation of this trend.

The expansion of public and private investment under the Second Five Year Development Plan, the incorporation of an increasingly larger part of the population into the cash economy and the gradual rise of per capita income all indicate that Uganda holds promising opportunities for American business.

Regional arrangements can be expected to facilitate East Africa-wide trade, though Uganda's Government has clearly stated that it prefers local businessmen to import into Uganda directly rather than through regional distributors based in Nairobi.

Foreign exchange and internal credit are tight and are expected to remain so for the indefinite future. The economy's dependence on cotton and coffee with their obvious market limitations injects the possibility of wide and unpredictable economic fluctuations.

Investors are faced with an unclear picture of Government intentions as to the pace and manner in which Africanization is to be achieved.

Traders also face changes in customs and licensing requirements as the Government attempts to determine how best to meet the country's growing development needs.

Finally, while Uganda maintains a liberal, non-discriminatory trade policy, the recent accession to associated status with the European Economic Community may force Uganda to extend some preferences to EEC products, but these are not expected to apply to important commodities.

Uganda has been orientated toward European sources of supply for a long time. American products, even though often superior to goods now imported, are not well known and are very often not given the consideration they deserve. Ugandan buyers are only slowly becoming more cosmopolitan in their tastes and require active prodding to seek new sources of supply.

To successfully exploit trade opportunities in Uganda, businessmen must both become familiar with the market's idiosyncracies and select competent, aggressive local representatives who can adjust easily to changing social and economic patterns.

Capital imports to rise

Imports of a wide range of capital goods and construction materials will probably increase at a rapid rate over the next two or three years. Imports of semi-manufactured goods and some raw materials are also expected to increase. Consumer goods and processed food imports, on the other hand, will remain static or decrease in the immediate future, as locally produced goods begin to replace foreign products.

Promising export opportunities for American businessmen include plastics and woodworking machinery, paper industry and food processing machinery, agricul-

tural and construction machinery, office machines, refrigeration machinery and communications equipment, a wide range of fabricated metal products, toys, rubber and plastic products, chemical products, adhesives, detergents and medical and pharmaceutical products, books and periodicals, containers, paper and paperboard products, wearing apparel and floor coverings.

In its development strategy, the Uganda Government has struck a balance between the public and private sectors. This balance accommodates and encourages private enterprise and welcomes participation by foreign investors. To create a favorable climate for private investment, the Government has drawn up an Industrial Charter under which approved investors are guaranteed the right to repatriate profits and capital.

The Government has also shown a willingness to protect new industries through import restrictions and permits the employment of foreign staff if needed skills are not locally available. Uganda's Foreign Investment (Protection) Act provides guarantees to investors against expropriation without adequate compensation.

An Investment Guarantee Agreement between the United States and Uganda has been in force since 1965.

American investors interested in Uganda and East Africa will find a willing partner in the Government-owned Uganda Development Corporation. The UDC conducts exploratory market surveys and offers a range of other business services to attract foreign investors.

The two largest groups of companies in East Africa, the Mahdvani and the Mehta Groups, both with headquarters in Uganda, in addition to a number of other local business organizations, are also interested in joint ventures with foreign investors.

The livestock and dairy industry also have considerable potential, and both industries are being encouraged by the Government and supported through U.S. assistance projects.

The production and processing of a number of other agricultural commodities such as oilseeds, peanuts, soybeans, rice and other cereals and fruits and vegetables also appear promising.

Uganda improved its trade position last year. A surplus on visible account was to some extent offset by a net outflow on invisibles, but a build-up of external assets suggests an overall surplus.

Inter-East African Community exports to Kenya and Tanzania increased substantially, while overall imports were reduced. Exports outside East Africa dropped slightly. Inter-Community exports rose despite a protective transfer tax permitted under East African Community regulations imposed by Tanzania on textile imports from Uganda.

Uganda's diversification program has increased production of meat, dairy products, rice, oilseeds, tea, sugar, tobacco and dried and canned vegetables. Exports of these goods are expected to become increasingly important in the next few years.

Imports of consumer goods, down in 1967 due to credit and fiscal restrictions, are expected to remain at a relatively low level in 1968. Items which showed increases over 1966 import levels were non-electrical machinery, other metal products and petroleum products.

Overall imports of capital goods rose by 23% in 1967. They will remain at a high level through 1968. Exchange controls designed to check private capital outflows will probably remain in force for the forseeable future.

Uganda's budget for the current fiscal year reflects basically realistic Government financial policies. No serious discrepancies exist in estimates of revenue and expenditure and measures have been taken to isolate the inflationary effects of scheduled deficit spending in the development account. Revised income tax collection procedures have sharply increased direct taxation revenue.

Indirect taxation, largely in the form of import duties and excise taxes, continues to be the Government's principal source of revenue, but import substitution policies are expected to lessen the importance of these revenue sources in the long run.

This year's budget introduced a sales tax on all goods produced in and imported into Uganda except those deemed by the Government to be essential to development. Goods and services are now taxed at a rate of from 5 to 20% of their wholesale value. The principal categories of items exempted from the sales tax are basic foodstuffs produced locally and specified capital goods.

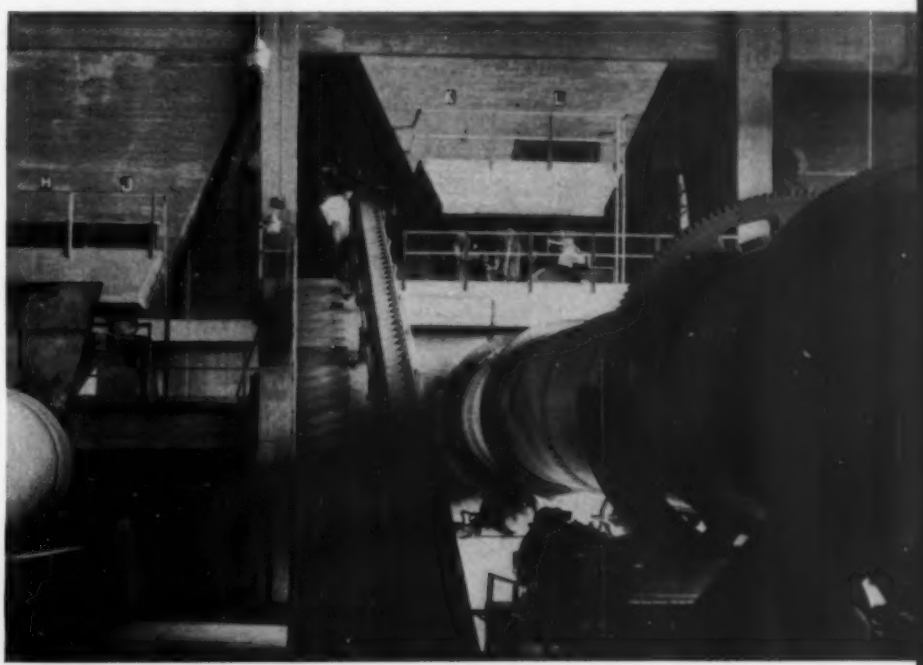
Provision is also made in the current budget for the reduction from 5 to 2% of the Development Tax introduced two years ago.

Development Plan underway

Uganda is now halfway through a second Five Year Development Plan, which is a three-pronged program designed to: increase and diversify agricultural production; rapidly expand an essentially undeveloped industrial sector; and build a modern infrastructure through improvement of communications, education and health facilities. Sound in conception, determined efforts are being made to see that the plan is effectively implemented.

Self-help efforts are emphasized, but the

UGANDA'S IMPORTS OF CAPITAL EQUIPMENT for plants such as this cement factory at Tororo, rose by 23% during 1967, and the high rate of increase is expected to continue through the rest of this year.



importance of foreign public and private investment is recognized. The Uganda Government encourages both forms of foreign investment, and has assured private investors abroad that their investments are both welcome and secure. A plan requiring increased foreign exchange earnings is being met in part by a recently inaugurated comprehensive tourism promotion program.

The Treaty of East African Cooperation signed last year represents a statesmanlike attempt to strengthen regional economic ties and promote cooperation in solving development problems shared by Uganda, Tanzania and Kenya.

Under the terms of the Treaty the three trading partners agree to maintain a common external tariff and to harmonize both financial policies and incentives offered by each country to attract foreign investment. The Treaty also introduces measures to ensure equal development of all three economies.

To protect their infant industries, both Uganda and Tanzania are permitted to impose transfer taxes on manufactured goods from Kenya at a rate of up to 50% of the region's common external tariff.

In addition, the East African Development Bank with an authorized capital of $33.6 million is to be headquartered in Kampala. The new Bank, chartered to promote industrial development, will invest 38¾% of its funds in Uganda, a similar percentage in Tanzania and 22½% in Kenya.

Common postal, communications, customs and tax collection services continue as in the past.

Problems have been encountered in practice, however, which have reduced the Treaty's effectiveness. In particular, Ugandan and Tanzanian reluctance to assist in the further expansion of a favored Kenyan economy has hindered some cooperative efforts. This "Nairobi syndrome" is expected to continue to negatively influence cooperative ventures for at least the near future.

The Government continues to place considerable emphasis on Africanization. Progress has been made in replacing expatriates in the Civil Service and health and educational systems. Relatively few African Ugandans, however, are in middle and senior-level management positions in the commercial areas.

A Government-sponsored Committee of Inquiry into Africanization of Commerce and Industry has not released its findings but is expected to recommend strong measures to give African Ugandans a measure of economic influence proportionate to their numbers and place in the community. A comprehensive program to Africanize Uganda's business may, in its initial stages at least, result in some loss of management efficiency and investment confidence.

If handled realistically by the Government, however, a program to replace expatriate personnel with Ugandan Africans as soon as they become qualified should not prove greatly unsettling.

Uganda's economy continues to be primarily dependent on agriculture: in 1967 cotton and coffee accounted for 77% of overseas export earnings and the small farmer, concerned for the most part with food crops, remains the principal economic unit.

The agricultural sector grew modestly last year, however, as decreases in cotton and coffee production were just offset by increases in output of tea, sugar and tobacco. A large coffee crop is forecast for 1968, but overall performance in agriculture is expected to improve only moderately.

Nevertheless, the economy expanded by 2.8% in 1967 (gross domestic product measured in constant prices) and is expected to grow by a further 3.0 to 3.4% this year. This growth is attributable almost entirely to a high rate of investment in manufacturing and construction.

High industrial growth rates and a relatively static agricultural sector, if sustained over a period of years, can be expected to bring about a progressive lessening of Uganda's dependence on two principal crops and should result in a more diversified, balanced economy.

Steady economic growth is forecast for the immediate future—probably at a rate of between 3 and 5% per year in constant terms. This will be, for the most part, due to continual investment in manufacturing and construction. Some gains are also expected in agriculture, especially as Government diversification programs become more fully implemented. Employment increased by 4.4% in 1967 while total earnings rose by 9.5%, with the private sector in each case growing faster than the public sector.

Organized labor in Uganda is still in a relatively early stage of its development. Unions work to improve their members wages and working conditions, but organizational problems, small memberships, and Government policies designed to insure that wages do not rise faster than productivity have made their efforts fairly ineffective.

Government wage guidelines are a more important factor in determining wage levels. These set minimum standards for all occupations.

Somalia is moving slowly toward takeoff stage for its economy

Oil, uranium exploration offer some chances for acceleration in growth of still largely nomadic nation in East Africa

The Somali economy remains in the predevelopment stage, according to the annual Economic Treads Report by the U.S. Embassy in Mogadiscio. It is difficult to describe the economy in conventional economic terms since about two-thirds of the people are pastoral nomads largely outside the money economy. Statistics are sparse and the latest available in any detail are for calendar year 1966, and have little current relevance.

Somalia is and will remain in the foreseeable future a very small market for U.S. products unless there is a major petroleum find or the uranium discovery becomes an important producer. While U.S. products are well regarded, high quality and high-priced U.S. goods have difficulty competing in a very price conscious market.

High transportation costs and long delays in trans-shipments are also factors impeding the sales of U.S. goods on the local market. Construction equipment and other products such as agricultural equipment, pharmaceuticals, veterinary medicines and supplies might find an expanding market if the required efforts are made.

American exporters have an advantage in the availability of AID generated Special Letter of Credit (SLC) funds which can only be expended on U.S. goods and services. To date SLC funds have been used principally to buy American rice and cigarettes but the opportunity exists to market some of the products mentioned above.

The Somali Government's policy is to encourage foreign investment and U.S.

companies and individuals would be welcomed in establishing light industries and hotels. A new investment law encourages foreign investment with liberal terms.

A Somali-American company has set up a small freezing plant for lobster and shrimp in Chisimaio and has high hopes for a successful operation, although an earlier Somali-American tuna freezing plant on the Gulf of Aden went bankrupt because of a lack of fish. Another American group, in conjunction with local investors, is currently exploring the possibility of establishing a corrugated box plant for the banana exports.

As tourism develops there will be opportunities for American investment in hotels and for sales of hotel equipment.

U.S. representation up

The warm welcome that Vice President Humphrey received here during his visit in January and the favorable impressions made by Prime Minister Egal during his March tour of the United States has increased the interest of U.S. companies in Somalia. The number of representatives of U.S. firms visiting Somalia has increased markedly in the last few months, with the result that more U.S. firms are now represented here.

Somalia is slowly and somewhat painfully acquiring its basic infrastructure needs, mainly through foreign assistance. If there are benefits accruing to a colony from colonialism, Somalia reaped few. There are, however, very definite signs of economic change and a real possibility that the present perceptible expansion will continue, according to an Economic Trends report from the American Embassy at Mogadiscio.

In the vital area of communications and transport, the U.S.-financed port of Chisimaio is operating while work continues on warehouses and on a water and electric power system for the port and town. The Soviet-financed deep water berths and port facilities at Berbera are scheduled for completion by the end of this year.

Work is getting under way on the World Bank-Common Market financed paved road from Afgoi to Baidoa and the contract has been let for a feeder road to connect the banana plantations along the Scebeli with the existing road net. Preliminary work has also begun on the AID-financed fresh water system for the city of Mogadiscio.

The Somali Government has formally requested the World Bank to finance an engineering study for the construction of a deep water harbor at Mogadiscio.

The Somali economy continues to be based on bananas and livestock which make up over 90% of the total export earnings. While the banana industry was hurt by the closing of the Suez Canal, the effects were not as disastrous as some had predicted.

The Italian subsidiary of United Fruit canceled its marketing contract with the banana growers in the Giuba area as a result of the Canal closing, but the growers have found another organization to market their bananas. By chartering larger and faster ships, the transportation costs of bananas have not increased excessively.

The Somali livestock industry has continued to expand. The principal market for Somali animals is Saudi Arabia, with most of the animals being shipped live from the port of Berbera. Prospects for the industry are good but the industry is expected to face growing competition from other livestock producing countries.

The possibility of a major oil strike in Somalia has been for many years one of the great hopes of the country. Developments in the last year, however, have somewhat dampened this hope. Sinclair, the last of the major American companies, has withdrawn from active exploration. A German group which participates in the Sinclair concession has not yet decided whether it will drill any more wells.

Hammar Petroleum, a Texas-based independent, remains active and is expected to begin its first well in the next few months. ERAP, the French Government Exploration Company, has taken over the concession of Scebel Oil, an American-Kuwaiti Company, but it has not yet reached the drilling stage. Geologically, Somalia remains a promising area for a petroleum find even though almost $50 million has been spent on unsuccessful exploration to date.

Uranium traced

The discovery of traces of uranium by a UN geological team has aroused considerable interest from several companies from Western countries. An American company, Western Nuclear of Denver, has applied to the Somali Government for a mining concession. ENI, the Italian State conglomerate, is also interested in obtaining a concession, and German and British groups have expressed interest.

Another hopeful sign for the future is the small but growing group of Somali private businessmen. Operating in a society firmly committed to free enterprise by culture and government policy, local businessmen are restricted only by their lack of capital and the small size of the local market.

Somalia has little industry except for a joint Somali-Italian owned sugar refinery which supplies most of the local market and a German-financed textile factory which is just beginning trial operations.

During the past year a Somali-owned Coca-Cola bottling plant, indirectly financed by AID funds, began what appears to be a very successful operation. Other projects financed by AID loans through the new Somali Development Bank in conjunction with local capital and which are nearing completion are a brick and tile factory and a detergent plant.

The establishment on July 1, of a separate Somali Development Bank out of what had been formerly the Development Loan Section of the Somali Credit Bank promises to encourage a further expansion of the private sector. Initially established with restricted capital funds, Italian and American banks have indicated interest in investing in the bank.

Local trade encouraged

One of the most encouraging signs for economic development has been the policy of the present government to attempt to settle its differences with its neighbors by peaceful negotiations.

As a result of this policy, communication and trade links have been reestablished with Kenya. A Kenyan trade mission has visited Somalia and expressed optimism about developing trade between the two countries. Kenya could export a wide variety of manufactured goods and foodstuffs to Somalia in return for Somalia meat, lobster and other fish products.

The Somali Government has also applied for membership in the East African Community. While such membership would not bring Somalia immediate benefits, the long term implications of its joining an effective East African economic community would be great.

Tourism is another potential of Somalia which has remained almost completely untapped since there are no first-class hotels in the country and none suitable for tourists outside Mogadiscio. There are magnificent beaches in several areas along the coast, particularly around Chisimaio and Mogadiscio, where the climate is suitable for year round swimming. Small game is plentiful in many areas while typical African big game animals in the south make Chisimaio a potential base for hunting or camera safaris.

The Government has realized the tourist possibilities of Somalia's wildlife and is in the process of drawing up modern game laws and is seeking to restrict the indiscriminate killing of wild animals.

In short, although current export market possibilities are limited, it bears watching by American companies interested in doing business in this part of Africa.

International trade courses offered Calif. businessmen

UCLA program to cover exporting, importing, marketing and finance

Los Angeles area businessmen are working toward professional designations in international business by taking courses at the University of California at Los Angeles Business Administration Extension.

The curriculum was developed in cooperation with the U.S. Department of Commerce Los Angeles Field Office, represented by Ernest J. Rokahr, international trade specialist, the Foreign Trade Association of Southern California, the Export Managers Association of Southern California, the International Trade Club of Los Angeles, the American Society of International Executives, and the Small Business Administration.

The program aims to cover in a series of courses the pertinent elements of international marketing of value to businessmen engaged in exporting, importing, freight forwarding, customs house brokerage, banking and foreign manufacture, construction or distribution.

The courses are offered in 12 meetings beginning Sept. 16 at the UCLA campus in Westwood, the downtown center in Los Angeles, and at high schools in Torrance and Sepulveda.

Basic courses required of all enrollees are: fundamentals of export and import trade; international business—marketing and management policies and procedures; international business transactions—legal, tax, accounting and financial aspects; international business management seminar; and international economics.

More advanced courses are offered in export documentation and traffic procedures; importing regulations and customs procedures; product marketing strategy; marketing management; and physical distribution management.

In addition, each student working toward the professional designation completes courses in international area studies —the Orient, Latin America, Europe or Africa; the humanities; and the social sciences.

The basic courses are helpful to those preparing for examinations of the American Society of International Executives.

Trade unit appointed

An advisory committee of 34 business, labor, agricultural and consumer organization leaders has been appointed by President Johnson to assist him in a long-range study of U.S. trade policy.

The committee will work with the President's Special Representative for Trade Negotiations, Ambassador William M. Roth, who is also consulting members of Congress on the policy study.

Ambassador Roth's office conducted trade policy hearings in Washington last Spring. Committees in both House and Senate also held hearings on U.S. foreign trade issues this year. Recommendations from these hearings, and from the advisory committee, are to be included in a report by Ambassador Roth to the President, expected to be made in December.

CACM is seminar topic

Leading businessmen and bankers from the five Central American Common Market (CACM) countries and Panama, and an equal number of U.S. representatives, will participate in a seminar at International House in New Orleans, Oct. 23-25.

The seminar will consider the present status of CACM and how it can be expected to develop. Co-sponsor, along with International House, is the Pan American Life Insurance Co.

Representatives from the regional organizations of CACM, the Organization of American States, and the U.S. Department of State are also expected.

Atlanta world traders to welcome nine envoys

Ambassadors from nine countries are expected to attend the fourth annual banquet of the World Trade Council of the Atlanta Chamber of Commerce, to be held in Atlanta Sept. 20.

Featured speaker will be William Roth, the President's Special Representative for Trade Negotiations. The Atlanta Consular Corps will be honored and the Council will present an award to an "outstanding businessman who has contributed most to world trade in the Atlanta area."

Ambassadors from Canada, Colombia, Ecuador, Korea, New Zealand, Nicaragua, Pakistan, Rumania, and South Africa have accepted banquet invitations.

American Importers Assn. to begin survey course

The American Importers Association is sponsoring a 12-session survey course for importing executives in New York, meeting on Thursdays from Oct. 3 through Dec. 19 at the Hotel McAlpin (formerly Sheraton-Atlantic).

The course aims to provide personnel in the importing field with a factual, practical backgrounding in financing, customs procedures, duty rates and valuations, insurance, bonded processing, and governmental regulations. The seminars are open to experienced executives who feel the need for a refresher course on current importing practices as well as personnel new to the field.

Lecturers will include import trade executives, government officials, lawyers, and other technical advisers specializing in foreign trade. Each session will be in seminar form and will include a lecture, discussion by a panel of experts, and question-and-answer period.

For registration information **write:** American Importers Assn., 111 Fifth Ave., New York, N.Y. 10003.

Kitchen industry group attends German symposium

Representatives from more than 70 U.S. and Canadian firms active in the kitchen industry were scheduled to visit the International Household Goods and Hardware Fair in Cologne, Germany, Sept. 13-15.

Following the visit, they expected to attend an international symposium on "Tomorrow's Kitchen Design and Marketing" in Frankfurt, conducted with members of the Association for Modern Kitchens, the German trade association of manufacturers of kitchen equipment, and the Association of Kitchen Specialists, the German kitchen retail specialists' trade association. Swiss, French and other representatives from the kitchen industry are also expected to attend the symposium.

The trip was sponsored by the American Institute of Kitchen Dealers, and group members also expected to visit European kitchen equipment and appliance manufacturing plants and retail stores to study production and retailing methods.

Asian Bank head to speak

Takeshi Watanabe, president of the Asian Development Bank, will speak at a Sept. 24 luncheon in San Francisco's Fairmont Hotel, hosted by the California Council for International Trade.

Arizona's second trade mission to spur sales in Central America

Leaving shortly for Panama, Salvador, Nicaragua, Costa Rica, and Guatemala; 11-man team's interests cover variety of goods

A trade mission from the State of Arizona will be leaving for Central America and Panama on Sept. 21. Its 11 members representing 10 firms, visiting the capital cities of Guatemala City, San Salvador, Managua, San Jose, and Panama City, will complete the mission operation 16 days later.

This will be the second mission to be organized by Arizona. The first, to Mexico last spring, produced a million dollars in immediate orders and introduced several of its members to exporting.

Robert D. Foglesong, assistant manager of the International Department of the Valley National Bank, Phoenix, will be the new group's leader. Co-leader will be C. Louis Crowder, who heads the International Department of the law firm of O'Connor, Cavanagh, Anderson, Westover, Killingsworth and Beshars. He will be representing various clients interested in investing in enterprises in the countries to be visited.

Transportation, agriculture

The other participants represent companies whose interests are related mainly to transportation and agriculture. Southwest Kenworth, manufacturer of over-the-road transportation equipment, and water filtration equipment, will be represented by L. G. Crayton, president of the firm, and Jack Mercer, president of its subsidiary, Associated Agencies of the Americas.

Walter Holm, of Walter Holm & Co., trucker with an associated firm in Mexico, is interested in development of trucking and warehousing in Central America. W. N. Shawver, general manager of Shawver Farms, is interested in investment opportunities in agriculture and livestock.

D. H. Bonsall, president of Southwest Feed & Seed Co., is interested in milling and in feed and feed supplements as well as turnkey plants in these fields, and in insecticides, fertilizers, and herbicides. George Pebworth, of Pacific Valley Farms, cattle exporters, carry on sales to and operations in a number of countries.

Robert E. Feffer is owner of Feffer's Delinting & Seed Treating Co., producer of a high-grade cotton seed. F. C. Braden of Braden Machinery Co., with franchises of Caterpillar Tractor and John Deere, is interested in selling heavy machinery—including used—for industry and agriculture. Charles E. Franklin, vice president and manager of Arizona Equipment Sales, has a long experience in canning and related equipment; his company is a manufacturer of a variety of special equipment for public utility companies.

Virginia mission to visit markets in Australian cities

Melbourne, Sydney are targets of REEC-organized selling group

A Virginia-to-Australia trade mission is expecting to leave Washington Sept. 19 for a ten-day selling tour in Sydney and Melbourne.

The mission, organized by the Virginia Regional Export Expansion Council, will meet with Secretary of Commerce C. R. Smith and other Commerce and Export-Import Bank officials before departure for Australia.

A representative of the Virginia Ports Authority, a banker, and several manufacturers will be among the participants.

The group's membership is as follows:

Kenneth D. Angus, Jr., president, Millhiser Bag Co., Richmond; Pat Cohen, president, Pat's One Stop, Richmond; Gordon W. Haab, president, G. W. Haab Co., Richmond; James C. Kostelni, president, Bonded Fibers, Inc., Buena Vista; F. J. Rudershausen, president, GBC Virginia Laminating Co., Amelia; Lloyd N. Shuford, vice president, Simplimatic Engineering Co., Lynchburg; Willem J. van Bakel, executive vice president, United Virginia Bank International, Norfolk; and William J. Young, Director, Far East Bureau, Virginia State Ports Authority, Tokyo.

Fourth West Virginia trade mission visits three Europe cities

Will promote iron, steel, engines, food processing machines, tourism

The State of West Virginia has sent its fourth trade mission abroad.

The new mission, organized by the State's Department of Commerce and approved by the U.S. Department of Commerce, departed from New York on Sept. 11. After spending several working days in each of three cities—Paris, Vienna, and Athens—the group will return to the United States on Sept. 25.

The company executives participating expect to conduct business for their firms; items of major interest are coal, steel, materials handling equipment, engines, and food-processing machinery. State officials plan to promote tourism.

Henry J. Barbour, Assistant to Governor Hulett C. Smith, will lead the mission. Barbour was the director of West Virginia's third mission, selling coal in Europe last year. Angus E. Peyton, Commissioner of the State's Department of Commerce, and L. E. Spears of the same Department, also will be State participants.

Industry members of the mission, and their companies, are:

David Francis, president, Princess Coal Co., Huntington; Bernard H. Jacobson, consultant, FMC Corporation; J. C. Jefferds Jr., president, Jefferds & Moore, Inc.; Latelle M. Lafollette III, president, Funds, Inc.; Sam Silverstein, president, Midwest Steel Corp.; and L. E. Williams, president, Cummins Engines of West Virginia, Inc., all of Charleston.

CASL plans Asia mission

The Committee of American Steamship Lines is organizing a trade mission to the Far East for next month.

The mission is being planned in conjunction with the Materials and Cargo Handling Equipment Exhibition at the U.S. Trade Center in Bangkok, Oct. 1-8, and to coincide with a Singapore Regional Conference on Port Operations, Oct. 7-16, sponsored by the United Nations Economic Commission for Asia and the Far East. The itinerary also includes Manila and Hong Kong.

The group will return Oct. 23.

'E' AWARD PRESENTATION ceremonies were held recently in Tennessee and Washington, D.C. Above left: U.S. Rep. Robert Everett (l.) presents 'E' certificate to Mitchum Co. pres. Parkman Feezor (r.) at Paris, Tenn. plant. Above right: Sec'y of Commerce C. R. Smith (ctr.) congratulates Heil Co. pres. Joseph F. Heil (l.) on his company's success in expanding exports as U.S. Rep. Clement J. Zablocki (r.) of Wis. looks on at Commerce Dept. ceremony.

Distribution networks, market research help to earn 'E's for Tennessee, Wisconsin firms

Manufacturers of cosmetics and trucks also shipped materials and parts separately to avoid tariff barriers, freight costs

Breaking down products for overseas assembly in order to save freight costs or overcome tariff barriers has helped increase exports and earn 'E's for a Tennessee manufacturer of cosmetics and other skin care items and a Wisconsin maker of truck bodies.

The Mitchum Co. of Paris, Tenn., makes medicated skin creams and soaps, anti-perspirants and beauty lotions, and has developed an extensive export market for these products that, including distributorships and licensing arrangements, now reaches 85 countries. Mitchum's export division was founded in 1960, when its products were sold in only 20 countries.

The Heil Co. of Milwaukee has increased its export sales of dehydrators and refuse collection truck bodies by developing and maintaining an extensive distribution network. The company also conducts market research and enters trade fairs and shows.

Mitchum has combined foreign language labeling and advertising, participation in exhibitions, and reconstituting its product overseas to nearly double exports in three years.

The company devised foreign language labels, cartons, pamphlets and advertising in its efforts to fit each local condition.

In Venezuela, it was necessary to develop a special dehydrate formulation to overcome import restrictions and tariff barriers. These dehydrates are admitted as basic raw materials and reconstituted locally. This production method has since been extended to other countries.

In seeking foreign distribution, Mitchum relies on U.S. Department of Commerce services, following up leads obtained from INTERNATIONAL COMMERCE magazine, the Memphis Field Office and commercial offices of U.S. diplomatic missions abroad.

Mitchum participates in U.S. trade fairs, exhibits and display centers overseas. The company has sent business proposals with trade missions to obtain distributors in many markets, including Saudi Arabia, Kuwait, Ceylon and West African countries.

Long-term credit terms enable Mitchum to assist distributors and meet the competition in promoting sales.

Mitchum executives travel to survey new markets, solve problems, and promote interest in Mitchum products. Staff members are able to conduct business in six foreign languages.

Mitchum also obtains income from licensing agreements in Canada, Mexico, Central America, Venezuela, England, the Philippines and Australia.

The Heil Co. made initial contact overseas through advertising and correspondence. After careful analysis, company executives planned visits to those countries offering the best potential.

As market conditions warranted, foreign language literature was introduced. The firm also made an effort to hire sales personnel with foreign language ability, and now has staff members with speaking skill in French, German and Spanish in addition to English.

To reduce freight costs Heil has developed kits of vital components to be shipped overseas without the easily fabricated sheet metal parts. Local firms assemble the equipment with the aid of manufacturing drawings supplied by Heil.

Heil has met local competition by offering favorable credit terms and by arranging rapid delivery of the orders.

In areas where market conditions or trade barriers prevent imports, Heil has negotiated licensing agreements. Heil now has licensing agreements in Australia, the U.K., the Republic of South Africa and Argentina.

United Kingdom computer market

tunity for equipment-makers through an

Italy offers increasing demand for U.S. reprographic equipment

American firms can help Italian customers catch up with other European countries through upcoming show at Milan Center

An Italian market for reprographic equipment growing at a 20% yearly rate will be the choice target for American manufacturers promoting their products in a reprographic, microfilm and advanced documentation equipment exhibition at the U.S. Trade Center in Milan next February 5-11.

The show, sponsored by the U.S. Department of Commerce, will help U.S. companies establish new marketing relationships or broaden existing opportunities in Italy among a select audience of potential customers in this field.

Now estimated at upwards of $16 million per year, the Italian market for this equipment is expected to reach $32 million annually by 1970 as a result of the current expansion rate.

As pinpointed by a private market study conducted in Italy for the Department's Bureau of International Commerce, sales potential for the already dominant U.S. equipment suppliers is enhanced by the fact that Italy was one of the last countries in Western Europe to accept the concept and use of reprography, microfilm and advanced documentation equipment.

Having lagged behind, the country now must accelerate in order to maintain or recover her competitive position by bringing business and industrial organizations up to the same level of reprographic techniques and systems applications as others. Some larger corporations have now made preliminary moves in this direction, the market survey reveals, but there is still a relatively untapped potential market for sales to medium size firms, institutions and other organizations.

Copying machines of all types account for $13 million of this annual market, well ahead of microfilm equipment (which is still relatively new to Italy) and other document handling and processing equipment. About 80% of Italy's domestic demand for this equipment is met by U.S. manufacturers and their European subsidiaries or other foreign suppliers. The acknowledged advanced state of U.S. equipment supports its dominant position among imports in this field, but the market survey revealed that many of the advanced U.S. items have never been properly exposed or fully explained to potential Italian customers.

Market research has identified these sectors of the Italian economy as prime commercial target groups for the types of equipment to be featured in the Milan Trade Center show: government and municipal organizations, public and private libraries and museums, scientific and research institutes, universities, industrial corporations, business firms, banks, insurance companies, large department stores, and reprographic job shops.

The U.S. Trade Center, besides mounting the exhibition, is conducting a market development campaign to assure exhibitors of maximum attendance by qualified buyers and also offers agency-finding assistance to companies new to the Italian market.

The first U.S. commercial exhibition in Japan devoted to document processing and reprographics, held at the U.S. Trade Center in Tokyo in July, demonstrated the appeal of these advanced American products in another country similarly catching up in modern office procedures and paperwork systems.

Thirty U.S. exhibitors sold more than $200,000 worth of equipment during the six-day show and forecast another $2.2 million in exhibition-generated orders within the next 12 months. Five companies seeking Japanese agents made contacts which resulted in the appointment of two representatives and continuing negotiations with 26 more prospects.

American manufacturers of reprographics equipment interested in more information on the February exhibition in Milan should contact the U.S. Department of Commerce (BIC-944), Washington, D.C. 20230 (telephone: Area Code 202, 967-6817), or any Commerce Field Office.

Small industries exhibition set for Ethiopia next year

The United Nations Economic Commission for Africa (UNECA) has announced plans to hold a Small Industries Exhibition, in honor of UNECA's tenth anniversary, next Feb. 3-14, in Addis Ababa, Ethiopia.

All member states of UNECA, which includes most of the countries in Africa, have made plans to take part in the exhibition, and the United States and other non-African nations have been asked to exhibit.

The two major exhibit areas will be small industry products and equipment for the small industries. In the first category will fall simple tools, implements, utensils, and household equipment, as well as simple hospital equipment and shoes.

The second exhibit category, the one in which U.S.-made equipment would be shown, will concentrate on manufacturing equipment for small tools and implements, and will have a special section of food processing, preservation, canning, and preparation equipment.

The Addis Ababa event and EXPO '69, to be held at Asmara, Ethiopia, Feb. 1-13, are both expected to provide maximum exposure to African markets for U.S. products, at minimal cost to exhibitors.

Write: United Nations Economic Commission for Africa, Small Industries Exhibition, Addis Ababa, Ethiopia.

Electronics manufacturers invited to Japan exhibition

U.S. exhibitors at the Japan Electronics Show, to be held Sept. 17-23, have been invited by the Kyushu Industrial Management Association to keep their exhibits in Japan long enough to participate in the Western Japan Industrial Modernized Electric Machinery and Equipment Show, scheduled for Nov. 5-7, in Fukuoka.

The deadline for application for exhibit space has been extended until Oct. 5 to give U.S. company officials attending the Tokyo show, or their agents on the scene, a chance to apply for space.

This year is the first one in which the Western Japan show has been open for foreign participation, and this extension is expected to attract more than 5,000 trade visitors to the show. Attendance is limited to the industry and selected users.

Contact: Kyushu Industrial Management Association, 3-8 Tenjin, 3-chome, Fukuoka, Japan 810.

U.S. Government Actions

United Kingdom computer market sales target for display systems

January exhibition at U.S. Trade Center in London will aim to repeat success of compact computer show held a year before

A multimillion-dollar market for computer graphic display systems awaits American manufacturers in the United Kingdom.

With firm prospects of increasing U.S. sales to meet British demand, the U.S. Department of Commerce will hold a computer displays exhibition Jan. 13-17, 1969, at the U.S. Trade Center in London.

Market studies prepared for the Department's Bureau of International Commerce show that the United Kingdom currently is the fourth largest user of computer systems in the world. British industries spent $490 million on computer purchases and installed more than 1,400 computers in 1967. U.S. manufacturers supplied 90% of major computer system imports that year.

The demand for computer display systems is growing in all sectors of the British economy. By 1970, the number of computers in operation is expected to reach 7,000.

Major users of computer systems in Britain include:

- ►The Government Post Office (GPO)—Already the largest single user of computers in Great Britain, the GPO plans to establish a nationwide data communications system. Estimates are for 20,000 multiaccess terminals in the network, using several thousand computer graphic displays systems, within the next ten years.
- ►Banks—Several hundred computer graphics design systems already have been installed. Member banks of the Committee of London Clearing Bank anticipate spending $200 million on computer and related equipment during the four year period 1967-1970.
- ►Defense—Advanced systems are already in use in many areas of Britain's defense system.
- ►Airlines—British Overseas Airways Corp. reports it will ultimately use as many as 700 graphic display terminals in its system.
- ►Colleges and universities—The largest are studying computer use for research and administrative applications.

The sales outlook is especially promising for computer oriented CRT systems, digital incremental plotter systems, digitizers, automatic drawing equipment and systems, sophisticated high speed print out equipment, CCTV systems, data transmission systems, alpha numeric indicators and projection displays, and other advanced computer oriented graphic display equipment.

One of the most successful trade shows ever held at the London Trade Center was the January 1968 compact computer exhibition, which later traveled via train to Birmingham, Manchester, Newcastle, and Glasgow. The show broke all attendance records with more than 2,500 trade visitors at the Trade Center.

U.S. manufacturers taking part in the Trade Center and "computer train" exhibitions reported immediate sales of $322,410, and estimated that additional business in 12 months would top $7 million.

U.S. exhibitors in next January's London show will benefit from a broad market development campaign already underway throughout Britain to attract computer systems dealers, suppliers, import agents, and distributors from all sectors of British industry.

U.S. firms interested in taking part in the show may obtain more information from the U.S. Department of Commerce (BIC-942), Washington, D.C. 20230 (phone: area code 202-967-3848), or from any of the Department's 42 Field Offices.

U.S. photo equipment companies to tackle rising Japan market

Advanced cameras, new techniques to be featured at Tokyo exhibition

Sophisticated industrial and scientific photographic equipment, ranging from underwater to aerial applications and spanning production techniques and medical uses, is entering increasingly into Japan's high technology development.

With room for more American suppliers to capitalize on this market potential, the U.S. Department of Commerce will afford a new "show and sell" opportunity for equipment-makers through an advanced industrial and scientific photographic equipment exhibition at the U.S. Trade Center in Tokyo, Feb. 24-Mar. 1.

Private market research and other data compiled by the Department's Bureau of International Commerce point to several factors supporting optimistic sales prospects in general within this field. Private investment for industrial modernization and government support of new research, plus Japan's export drive expanding needs for sophisticated equipment imports to sustain higher production, all assure a growing market for advanced U.S. photographic equipment.

Further, the Japanese photographic industry, while spending vast sums on research in the field of consumer cameras, has for the most part neglected the industrial field. A good indication of this is that commercial and industrial cameras accounted for only $4.5 million of total "still" camera production valued at $145 million in 1967.

Specific product categories with greatest sales potential, according to market data, are led by high-speed industrial and scientific equipment. There is an almost complete absence of satisfactory Japanese-produced equipment of this type, while demand from industry and government agencies is increasing very rapidly.

Other photographic groups singled out include cinematographic equipment, nuclear and other "hostile environment" equipment, aerial cameras, underwater equipment, X-ray equipment (particularly for photographic X-ray of moving objects), equipment designed for quality control applications, product design and testing equipment, medical equipment such as units with diagnostic medicine applications or video tape systems, automatic developing and printing equipment (including types for fast processing of aerial photographs), and projection equipment, especially for educational uses and microscope photograph projectors for medical schools.

Advanced U.S. photographic equipment already is much in evidence among Japanese users. Although complete data is not available on Japanese imports of U.S. industrial photographic equipment, the 1967 total was $4.5 million at the minimum and probably considerably larger, Commerce reports.

American manufacturers interested in further information on the Tokyo exhibition are invited to contact the U.S. Department of Commerce (BIC-936), Washington, D.C. 20230 (telephone: Area Code 202, 967-4705). Commerce Field Offices will supply Export Market Guides on request.

Rome trader loses U.S. export rights

Reshipment of seismographic goods results in ban until August 1972

An order denying export privileges has been entered against Chris F. Ring of Rome, Italy, for violations of the export control laws. The U.S. Department of Commerce said the order was based on findings that Ring, while manager of a Zurich, Switzerland, firm that handled U.S.-origin equipment, participated in the unauthorized reexport of U.S.-origin seismographic equipment from Switzerland.

The terms of the order are also effective against two firms that Ring controls, both called Savoy International Ltd. One is located in Rome and the other in Hong Kong.

According to the Office of Export Control in the Department's Bureau of International Commerce (BIC), Ring obtained the order for the equipment in 1960 from an individual residing in Germany. BIC said Ring had reason to know that the equipment, consisting of four seismograph systems valued in excess of $130,000, would be reexported from Switzerland.

Swiss violation

Despite this knowledge, Ring represented to both Swiss and the U.S. authorities that the equipment would be used in Switzerland. When the equipment arrived in Switzerland, Ring delivered it to the German purchaser and it was reexported from Switzerland. In 1964 Ring was fined $13,000 by Swiss authorities for assisting in the exportation of the equipment from Switzerland in violation of Swiss law.

In August 1967, BIC issued an order against Ring, temporarily suspending his export privileges until the present proceedings were completed. The order now entered continues the restrictions until Aug. 19, 1972. Thereafter Ring will be on probation.

All U.S. export licenses in which Ring and the Savoy firms are participants have been canceled and they, their agents and employees are prohibited from participating in any transaction involving commodities or technical data exported or to be exported from the United States.

U.S. export regulations provide that without authorization from the Department of Commerce, no party may trade in commodities or technical data exported from the United States with a party he knows has been restricted from dealing in U.S. exports.

Tariff Commission reports to President on carpets, rugs

The U.S. Tariff Commission this month sent to the President an annual report on developments in the trade in Wilton and velvet carpets and rugs.

Under the escape-clause procedure of the Trade Agreements Extension Act of 1951, the President increased the rate of duty applicable to imported Wiltons and velvets from 21% to 40% ad valorem, effective in June 1962. In a Presidential proclamation dated Oct. 11, 1967, the increased rate of duty was extended to the close of business Dec. 31, 1969.

The report now issued contains statistical data and other information on Wiltons and velvets, with emphasis on developments that have occurred since the Commission reported to the President last September.

Copies of the report are available upon request as long as the limited supply lasts. Requests should be addressed to the Secretary, U.S. Tariff Commission, 8th and E Sts., NW., Washington, D.C. 20436.

Ecuador to buy tuna fishing boats with World Bank loan

A $5.3 million World Bank loan will help pay for 12 tuna fishing boats which Ecuador will buy through international competitive bidding.

The Bank loan will help to finance the design, construction and equipping of 12 tuna purse seiners with an over-all length of 90 feet, a carrying capacity of 150 short tons, equipped with freezing systems. Since purse seining is relatively new to Ecuador the training of key crew members is essential to the success of the project. The Bank loan also includes funds for feasibility studies of harbor facilities required for further increases in fish production, both for export and domestic markets.

The Government of Ecuador will relend the portion of the loan allocated to the vessels to its wholly-owned development finance corporation, Corporacion Financiera Nacional (CFN), which will in turn lend these funds to private fishing companies and individuals.

Australian firm and its director lose U.S. export rights

Hyman B. Mann and his firm, Manix Distributors of Rose Bay, near Sydney, Australia, have been denied all U.S. export privileges for an indefinite period for failure to furnish information regarding their participation in transactions involving U.S.-origin strategic electronic equipment.

The U.S. Department of Commerce's Bureau of International Commerce (BIC) said that during 1967 Mann, acting in the firm name of Manix Distributors, received a U.S.-origin oscilloscope and accessories and ordered other U.S.-origin electronic equipment from Australian affiliates of U.S. suppliers. BIC is conducting an investigation into Mann's participation in these transactions and into the disposition of the equipment he received.

In accordance with U.S. export regulations, written interrogatories were submitted to Mann seeking the desired information. He failed to respond although he was informed that such failure could result in the present action. The restrictions will remain in effect until he furnishes responsive answers.

All U.S. export licenses in which Mann or his firm are parties have been cancelled and they, their agents, representatives and employees are prohibited from participating in any transactions involving commodities or technical data exported or to be exported from the United States.

The U.S. export regulations provide that without authorization from the Department of Commerce, no party may trade in commodities or technical data exported from the United States with a party he knows has been restricted from dealing in U.S. exports.

Furazolidone date changed

The U.S. Tariff Commission has postponed until Sept. 30 its hearing on alleged unfair competition and unfair acts in importing furazolidone. The hearing, which was originally scheduled for Sept. 10, will be held in the Hearing Room, Tariff Commission Building, 8th and E Streets, NW., Washington, D.C. at 10 a.m.

British manufacturers seek wide range of licenses to produce industrial items

Products include filtration equipment, transmission belting, packaging materials, gears, hydraulic equipment, and other precision parts

Five manufacturing and engineering companies in the United Kingdom are interested in obtaining licenses to produce American industrial equipment.

• A well-established British firm engaged in the design and manufacture of paint finish, handling equipment, industrial ovens, special purpose and sheel metal fabrication, and pressings, has expressed an interest in manufacturing American products under license in the United Kingdom. Items of specific interest include dust extraction and filtration equipment, particularly allied to the textile industry.

For additional information contact: Berridge Engineering Ltd., Humber Works, Queens Road, East, Beeston, Nottingham, England. WTD.

• Licenses to manufacture and market precision engineered products are sought by a British firm. The company currently produces rotary burrs, flexible shafts, automatic polishing machines, tool holders, jigs and tools. The company already has licensing agreements with two U.S. firms.

A representative of the British concern plans to visit the U.S. in November and would be glad to discuss licensing arrangements with any U.S. firms responding to this announcement.

Write: B. O. Morris (Holdings) Limited, Briton Rd., Coventry CV2 4LG, England. WTD.

• A well-established producer of transmissions, gears, shafts, undercarriages, rotor assemblies, hydraulic cargo handling systems, aircraft hydraulics and ground servicing equipment seeks licensing arrangements with U.S. companies for the manufacture of suitable allied equipment in the U.K.

Write: Turner Manufacturing Co. Ltd., Wulfruna Works, Moorfield Road, Wolverhampton, Staffordshire, England. WTD.

• A Lancashire manufacturing and exporting firm is interested in obtaining licenses from American companies for the production in the United Kingdom of power and transmission belting, new and improved rod packings of all kinds, and sheet packings. It is also interested in processes leading to new fiber-reinforced polymeric materials.

The firm is currently engaged in the manufacture and import of asbestos and glass textiles, packings and jointings, conveyor and transmission beltings, and plastic moulding materials.

Write: Turner Brothers Asbestos Co., Ltd., P.O. Box No. 30, Spotland, Rochdale, Lancashire, England. WTD.

• A medium-sized British precision engineering firm desires to manufacture in England under license U.S. products complementary to the company's existing product line.

The firm is currently engaged in the manufacture of jigs, fixtures, press tools, dynometers, variable speed drives and special purpose machinery. Any products within the general classification of those at present being produced would be of interest, particularly pumps, hydraulic assemblies, gauges, checking fixtures, and similar equipment for the aircraft industry.

Write: B.H.H. Engineering (Coventry) Limited, Bayton Road, Exall, Coventry, CV7 9EA, England.

Swiss firm seeks licenses to make wrapping machinery

A leading Swiss manufacturer of wrapping and packaging machinery for the food and pharmaceutical industry seeks licenses to produce similar equipment. The firm specializes in the production of machinery for the wrapping of chocolate, sugar, biscuits, soup cubes and pharmaceutical items requiring sophisticated wrapping devices for very small to medium pieces, bars, and cubes. In addition the company manufactures boxing and packaging machinery for the products wrapped on its equipment.

The Swiss firm operates modern production facilities, exports about 90% of its production and employs about 400.

Write: SAPAL, Societe Anonyme des Plieuses Automatiques, 44 avenue du Tir-Federal, 1024 Ecublens near Lausanne, Switzerland. WTD.

Turk petroleum firm seeks partner for asphalt plant

The Turkish Petroleum Corporation is seeking a U.S. partner for a licensing or joint venture agreement to build an asphalt plant for the production of prepared roofings, saturated felts, asphalt roll roofings, asphalt shingles, bitumized floor coverings, water proofing membranes and fastening devices.

To be located in an underdeveloped area, the enterprise would be granted 10 years of tax free operation plus duty free machinery imports.

Interested U.S. firms should write: Mr. Feridun Mumcuoglu, General Secretary, TPAO, Batman, Siirt, with a copy of their correspondence to the Commercial Attache, The American Embassy, 110 Ataturk Blvd., Ankara.

Venezuelan firm desires to produce U.S. auto parts

A licensing or joint venture agreement to expand its production of brake linings is sought by a Venezuelan firm. Located in a suburb of Caracas, the company manufactures Italian brake linings.

These linings are unsuitable for U.S. automobiles and trucks, but the concern lacks the technical knowledge to develop the resin based formulas used by U.S. manufacturers.

In order to expand production to U.S. types of brake linings, the Caracas firm will need additional machinery. It claims to have the necessary resources to finance this expenditure. The firm would also be interested in manufacturing a U.S. brand of clutch plates.

Write: Ricardo Morelli, Frendo, Corretera Baruta, Los Guayabitos, Baruta, Estado Mirand or P. O. Box 10704, Sabana Grande, Caracas.

Pakistan firm seeks venture to produce water pumps

A joint venture with a medium sized U.S. pump manufacturer is sought by a Pakistani firm interested in producing a line of low pressure pumps for water supply and irrigation. The Peshawar company also seeks to develop a small diesel engine to drive the pumps and particularly needs technical assistance.

Write: Mr. S. A. Rauf, Managing Director, Industrial Machines Corporation, 6 Saddar Rd., Peshawar, Pakistan.

OFDI discontinues authorizations based on foreign borrowing

Director says revised regulations make former practice unnecessary

The Office of Foreign Direct Investments, U.S. Commerce Department, has announced that it will no longer issue specific authorizations which are conditioned on foreign borrowing in 1968.

OFDI Director Charles E. Fiero said that because of revisions in the regulations, the granting of specific authorizations carries no advantages which are not already available to a company under the regulations.

"In the future," Fiero said, "We will either approve or deny the application depending on the circumstances. Applicants for specific relief must show that they have unsuccessfully explored alternative methods of financing. The only exceptions will be in cases involving increased export sales and undue hardship."

Specific authorizations permit an investor to exceed the amount of foreign investment dollar outflow which he is allowed under the Foreign Direct Investment Regulations. In general, they are granted only to companies or other investors who face hardship or who have firm investment commitments entered into prior to Jan. 1, 1968. Most specific authorizations in the past required companies to compensate for the additional outflow of dollars by borrowing an equal amount from foreign sources later in the year.

Although specific authorizations deal only with investment during 1968, Fiero also said that companies which have not used all investment permitted by specific authorization will, under normal circumstances, be permitted to carry the authorization forward into 1969 if they request such a carry-forward.

Finnish firm wants to make chemicals for paper industry

A prominent Finnish chemical manufacturer seeks licenses to produce special chemicals for the paper industry, particularly defoaming agents and slimicides. The firm would also consider a cross licensing agreement with a U.S. firm.

The Helsinki company produces fertilizers, and chemicals for the wood processing, metallurgical, mining, rayon, paint, explosives and water treatment industries. It operates plants in seven Finnish cities and has approximately 2,600 employees.

Write: Dr. Kalevi Kiukkola, Research Manager, Rikkihappo Oy, P.O. Box 10330, Helsinki, Finland. WTD.

Swedish firm desires joint venture to produce alloys

A Swedish company desires a joint venture with a U.S. firm engaged or interested in the metallurgical field. The firm, established in 1917 reportedly has extensive experience in the production of steel, is particularly interested in manufacturing special steel alloys. Marketing of these products would be slated for Sweden and the general European area.

Write: "Forgings" c/o Uplandsbanken, Box 40, 17221 Sundbyberg 1, Sweden.

Investment Assistance

The licensing and joint-venture proposals listed in this section are published as an informational service for U.S. firms interested in overseas affiliations. Companies responding to these opportunities should be cognizant of the present mandatory investment regulations published in the Federal Register for Jan. 3, as amended.

To receive follow up assistance and general information about investment abroad telephone: 202-967-3786 or write: Office of International Investment, Department of Commerce (BIC-878), Washington, D.C. 20230. A (*) following the name of the foreign firm indicates that additional information is available from the above address.

WTD indicates that a World Trade Directory Report containing financial and business background information on the foreign firm is available for $2 from the Department of Commerce (BIC-924), Washington, D.C. 20230 or the nearest Department of Commerce Field Office.

U.K. firm seeks license to make engineering products

A subsidiary of a British shipbuilder seeks a licensing arrangement with a U.S. firm for the production of water pumps, compressors or other heavy engineering products.

The company currently manufactures and exports water turbines, mining and colliery equipment, rolling mill plant, tunnelling equipment, and high quality machining and fabrications.

Write: Mr. F. H. Simon, John Brown & Co., Ltd., 8 The Sanctuary, Westminster, London, S.W.1. WTD.

Uganda seeks collaboration for sugar mill corporation

The Government of Uganda is looking for a U.S. collaborator to provide equity capital, technical assistance and managerial expertise for the establishment of a sugar mill in Uganda. Plans call for the creation of a special corporation to which the Government of Uganda will give encouragement and specific inducements.

Write: Mr. Bernard Immerdauer, Chief Development Economist, Ministry of Planning, P.O. Box 13, Entebbe, Uganda.

Pakistan firm wants joint venture to make cigarettes

A leading Pakistan exporter and importer of miscellaneous items seeks a joint venture partner for the manufacture of American brand cigarettes. Technical know-how, equipment and managerial skills are required of the American participant.

Write: Afghan and Co., Jinnah Market, Peshawar, Pakistan. WTD.

Swiss precision parts firm looking for U.S. licenses

Licenses to manufacture valves for pneumatic or hydraulic devices, subassemblies for electronic products, measuring instruments and other products including precision turned parts are sought by a Swiss firm. Established in 1876, the company specializes in the production of highly precision turned parts and employs approximately 500 in its modern plant.

Write: Sphinxwerke Muller & Cie AG, Werkhofstrasse 25, 4500 Solothurn, Bern, Switzerland. WTD.

World Trade Opportunities

Pakistan agricultural university seeks supplies, equipment

The Agricultural University in Mymensingh, Pakistan (a quasi-government institution), has issued a tender for miscellaneous supplies including motor vehicles; small boats; outboard motors; electrical machinery and equipment; laboratory, educational workshop and scientific equipment; optical instruments; farm and industrial machinery and equipment; chemicals; glassware; office equipment; stationery, and sporting goods.

Tender No. AU/Equip./IDA-87/68-69/215. Bid deadline is 11 a.m., Oct. 25. Tender documents are available from the Procurement Cell of the Project Office for Rs. 50/- per set (not refundable), (1 Rupee = U.S. $0.21). Offers must remain open for acceptance for 90 days and shipment must be made no later than Mar. 31, 1969.

A written request for tender documents along with full particulars of the intending tenders, details of work done during the past two years, name of foreign suppliers, etc. should be submitted to M. B. Bhuiyan, Procurement Officer, Project Director, East Pakistan Agricultural University, Mymensingh, East Pakistan, at the time of purchase of tenders otherwise tender documents may not be issued.

One set of tender notice and list of items is available for review *only* at the Department of Commerce, International Liaison and Trade Opportunities Staff, Room 4053, Washington, D.C. 20230.

Brazilian company seeks sealed bids for turbines

Sealed bids will be received by the Companhia Estadual de Energia Eletrica (CEEE) at the Coordination Office of Passo Real Project, Technical Director, at 'Jose Montauri Building' (City Hall), 11th Floor, Porto Alegre, Rio Grande do Sul, Brazil, until 16:00 hours (local time) on Oct. 1, for the furnishing and delivery of two Kaplan turbines with 87,000 metric HP each according to 'Specifications CEEE—Passo Real Project PCV—M—1'.

Bids are requested from suppliers in the U.S. as sponsors of a joint bid with Brazilian manufacturers. The purchase of the material will be financed by BNDE (National Bank for Economic Development) and USAID (United States Agency for International Development).

Bids must be submitted in proper form and strictly in accordance with the instructions and specifications available in English, which will be supplied upon request, when accompanied by the amount of $30 per set to the interested parties until 30 days after publication of the invitation for bids. The documents may be obtained at the Coordination Office of the Passo Real Project in Porto Alegre, Brazil, or at the International Engineering Co., 220 Montgomery St., San Francisco, Calif.

Each proposal must be accompanied by a bid guarantee in the amount of not less than 10% of the total of the bid.

Bolivia seeks prequalification for hydroelectric project

The Empresa Nacional de Electricidad S.A. invites applications for prequalification from contractors interested in tendering for the general contract for the construction of the Santa Isabel hydro-electric project.

The work to be performed will comprise the construction of all temporary and permanent structures, and the erection, testing, and commissioning of the permanent electro-mechanical equipment.

The total amount of the general construction contract will be approximately $6 million. Financing arrangements for the project are being discussed with the International Development Association. Prequalification deadline is Oct. 8.

Copies of a booklet giving details on the project and including a prequalification application form are available from the Construction and Building Materials Division, BDSA-564, Room 4813, U.S. Department of Commerce, Washington, D.C. 20230. (Telephone: 202-967-3602.)

Hong Kong to buy radios, batteries, and equipment

The Hong Kong Government is requesting bids for 103 very high frequency-modulated portable radio transceivers of various power. Also included are 110 spare batteries, 68 battery chargers and crystals. Tender No. A-26073, bid deadline Sept. 27.

Interested U.S. bidders must submit their bids to the Secretary, Tender Board, Colonial Secretariat, Central Government Offices, Lower Albert Road, Hong Kong, through Hong Kong agents or by the Crown Agents in London. (See INTERNATIONAL COMMERCE, Feb. 12, p. 27).

Tender documents are available on a short term loan basis to firms located in the U.S. from the Communications and Electronics Division, BDSA-658, Room 4217, U.S. Department of Commerce, Washington, D.C. 20230. (Telephone: 202-967-2692.)

Nauru to buy building supplies

The Government of the Pacific island of Nauru wishes to buy a substantial quantity of building materials and products. The purchase list includes aluminum roof decking and gutters, wash basins, wall tile, doors and door hardware, bathroom products such as soap holders, and paint. All products must be suitable for a tropical, high humidity climate.

Copies of the purchase list may be obtained from the Construction and Building Materials Division, BDSA-564, Room 4813, U.S. Department of Commerce, Washington, D.C. 20230. (Telephone: 202-967-3602.)

Mozambique seeks bids on wharf construction

Bids are being sought for the construction of a 380-meter long extension of the Gorjao Wharf in the Port of Lourenco Marques, Mozambique. The total estimated cost of the project is $3,502,626.

Bid deadline is Oct. 9.

Interested firms may consult the bid program and specification data at the 3rd Section, Division of Surveys & Construction, Office of the Director of Harbors, Railways and Transport Services, Praca Mac-Mahon No. 22-3° (P.O. Box 276), Lourenco Marques, Mozambique or at the Office of the Director General of Public Works and Communications, Portuguese Overseas Ministry, Lisbon, Portugal.

Copies of the tender documents may be obtained for 500 Escudor ($5.25), exclusive of the mailing expense. Correspondence is preferred in Portuguese.

Bidders must make a qualifying deposit of 2,500,000 Escudos ($87,566) with the Treasurer, Mozambique Harbors, Railways & Transport Services, Lourenco Marques, Mozambique, or the Treasurer, Office of the Director General of Public Works & Communications, Lisbon, Portugal.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

Ethiopia invites bids on school construction

The Ethiopian Government's Ministry of Education and Fine Arts announces international tenders for contractors from member countries of the World Bank and Switzerland for the construction of 18 secondary schools. Interested firms may submit bids for any or all constructions.

The buildings are to be of standardized construction and single story. The contractor will be required to construct the basic structure—foundations, walls, and floors—and incorporate roof coverings, roof trusses, windows, doors, and ceilings supplied by the Ministry of Education and Fine Arts.

Specifications, terms, and conditions of the bids are available from the Architect's Department, Ministry of Education and Fine Arts, Addis Ababa, Ethiopia, upon payment of a non-refundable amount of Ethiopian $100 (US $40) plus postage.

A bid bond in the penal sum of Ethiopian $500 (US $200) is required. Successful bidders must post performance bonds of 15% of the original contract amount. Bid deadline is September 25, 1968.

Korea changes deadline on expressway project

The Ministry of Construction of the Republic of Korea advises U.S. contractors interested in prequalifying to bid on the construction of the asphaltic concrete pavement of the Seoul-Inchon Expressway (see INTERNATIONAL COMMERCE, Aug. 12) that the prequalification application deadline has been changed from Sept. 12 to Sept. 27.

Potential tenderers are further advised that it is now the Korean Government's intention to complete the portion from Seoul to the Gajwa interchange, a distance of 14 miles, by the end of this year and the remainder by the end of June, 1969. Bids which comply with this requirement will be favorably considered.

Contractors are also requested to acquaint themselves with the site conditions; otherwise, their bids will not be seriously considered.

Tender documents are available for $100 per set from the Management Bureau, Ministry of Construction, Government of the Republic of Korea, Seoul, Korea.

Yugoslavia invites bids on microwave equipment

Yugoslavia's Brodomaterijal, Export-Import (Sektor Uvoza), has issued Tender No. R-332/S1. list #32, for the supply of microwave equipment. Bid deadline is Nov. 5.

Bid should offer eight microwave terminals; seven GHz antennas; six antenna beam systems; 120 channel telephone system; 300 channel telephone system; expansion of an existing 960 channel VF system; expansion of existing PST 960 and PST-MP—300 systems.

Copies of tender announcement and specifications are available only from the Brodomaterijal, Export-Import (Sektor Uvoza), Rijeka, P.O. Box 396, Yugoslavia. (Telephone: 202-967-2328).

SHAPE announces invitations to bid on three transceivers

Supreme Headquarters, Allied Powers, Europe (SHAPE) located in Belgium, has issued Tender No. 68-56 for the supply and installation of mobile and base station transceivers. Bid deadline is Oct. 8.

The bid should offer three HF SSB 100 watt PEP transceivers, one for installation in command vehicle and the other two for base station operation.

Copies of tender announcements and specifications are available from the ACE Communications (Electronics Equipment, Communications) and Electronics Division, SHAPE, Brussels, Belgium, or on a short-term loan basis to firms located in the United States from the Electronics Division, BDSA-658, Room 4217, U.S. Department of Commerce, Washington, D.C. 20230. (Telephone: 202-967-2328.)

The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodity classification. These numbers refer to the Standard Industrial Classification (SIC) Manual, which is available for $4.50 a copy from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

Every effort is made to include only firms or individuals with good reputations. However, the Department of Commerce cannot be responsible for any trade relations.

The listing in INTERNATIONAL COMMERCE of opportunities to trade in specific commodities and technical data does not necessarily imply approval of their export by the U.S. Department of Commerce pursuant to the U.S. Export Control Act. For applicable export licensing regulations and policies, see the Comprehensive Export Schedule or consult the Bureau of International Commerce's Office of Export Control or any Department of Commerce Field Office.

- **indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that additional information may be borrowed by firms located in the U.S. from the Business and Defense Services Administration (BDSA), U.S. Department of Commerce, Washington, D.C. 20230; telephone numbers indicated. To avoid delay, requests for loan material should specify country and commodity.**

★★ indicates opportunities obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be obtained by writing the International Liaison and Trade Opportunities Staff, BDSA-618, U.S. Department of Commerce, Washington, D.C. 20230. The TM (trade mission) number is requested in correspondence. Requests for loan material should specify country and TM number.

WTD indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $2 each from the Bureau of International Commerce, BIC-924, U.S. Department of Commerce, Rm. 6059. Telephone: 202-967-4203. The date following the letters WTD refers to the date of issuance of the report. If WTD is in preparation, action will be completed on a priority basis upon receipt of request specifically identifying the trade opportunity involved.

Sales Leads for Exporters

Listed below are companies interested in buying U.S. products. Direct purchases are wanted unless a desire for an agency agreement is expressed.

211 Cigarettes

AFGHANISTAN—Cigarettes. Requests descriptive brochures, c.i.f. Karachi prices. R. S. Seddiqui Limited (importer, wholesaler), Pashtoon Market, Kabul. WTD 11/67.

220 Textile mill products

SWEDEN—Cotton, manmade fiber fabrics for men's trousers. Direct purchase and agency. Cloth Import AB (agent), Danska Vagen 72A, S-416 59 Goteborg 29. WTD 2/68.

229 Textile goods

NETHERLANDS—New and used jute and cotton bags, burlap. Max Wolf Zakken-, Garen- & Touwhandel N.V. (importer, wholesaler, exporter), 33 H. Hartplein, Veghel, N.Br. WTD 8/68.

233 Women's, misses', juniors' outerwear

SWEDEN—Women's, misses' blouses. AB Regment (retailer), Regementsgatan 17, S-217 53 Malmo V. WTD 10/67.

239 Fabricated textile products

SWEDEN—Terry cloth towels. AB Regment (retailer), Regementsgatan 17, S-217 53 Malmo V. WTD 10/67.

281 Industrial chemicals

BRAZIL—Alkalies; caustic soda. Mundus Importacao e Exportacao S.A. (importer, distributor), Av. Graca Aranha, 333, 2° andar, sala 203, Rio de Janeiro, GB-ZC-08. WTD 2/68.

● **CEYLON**—Roll sulfur, 195 tons, double refined, guaranteed 99.9% to 100% pure, free from arsenic; sulfuric acid, 13,000 Imperial gals., concentrated, 96/98% H_2SO_4, technical, to be packed in polyethylene drums securely stoppered and each packed in iron over-drum. Items should be shipped before Dec. 31. Bid deadline Oct. 3. SRI Lanka Sugar Corporation, 550 Havelock Rd., Colombo 6.★ (Telephone: 202-967-3468).

● **CEYLON**—Sulphuric acid, 4000 Imperial gallons, electrolytic solution for storage batteries, 93.2% H_2SO_4. Delivery of the full quantity in three equal installments, month of February, June and September 1969.

The acid shall be supplied in five gallon straight sided carboys or in polyethylene containers with suitable device for easy handling, drawing should be forwarded with tender. Bid deadline Oct. 16. The Chairman, Tender Board, Ceylon Transport Board, 200 Kirula Road, Colombo 5, Ceylon.★ (Telephone: 202-967-3468).

PORTUGAL—Titanium dioxide, rutile, anatase. Wenceslau Teixeira & Co. Lda. (importer, wholesaler), Rua do Rosario 119, Oporto. WTD 8/68.

284 Soap, cleaning preparations, perfumes, cosmetics

NETHERLANDS—Guest soaps, pomade balls, bath oil, similar products for bathroom, restroom use. Direct purchase and agency. Cooperatieve Inkoopvereniging Beauty Sales G.A. (importer, distributor), 9 Marconiweg, Woerden. Attn: Mr. E. J. Tromp, manager. WTD 11/67.

291 Petroleum refining

AFGHANISTAN—Lubricating oils for cars, trucks. Qari Sayed Hussain (importer, wholesaler, retailer), 1st Part of Jade Maiwand, Kabul. WTD 9/67.

307 Plastic products

CYPRUS—PVC cables, single in red and black colors, twin in grey color. Agency and direct purchase. Quote c.i.f. Cyprus. Yiangos Ch. Nicolaides Ltd. (manufacturers' agent, importer, distributor), P.O.B. 1, Paphos. WTD 8/68.

311 Leather tanning, finishing

NETHERLANDS—Leather, especially suede, sheepskin, other soft leathers of various qualities, prices for manufacture of men's, ladies' clothing. Not interested in artificial leather of any sort. C. Dammann N.V. (importer, manufacturer), 210 c Oostzeedijk, Rotterdam. WTD 8/68.

314 Footwear, except rubber

AFGHANISTAN—Black leather military boots. Requests price list, sample by air parcel post. NABICO (importer, commission agent), P.O. Box No. 337, Kabul. WTD 3/68.

321 Flat glass

UGANDA—Window, sheet glass. M. L. Trading Co. (Uganda) Ltd. (importer), P.O. Box 277, Kampala. WTD 5/68.

331 Steel mill products

BRAZIL—Stainless steel sheets. Aco Inox Exportacao e Importacao Ltda. (importer, exporter), Rua do Resende, 63, Rio de Janeiro, GB-ZC-06. WTD 8/68.

● **INDIA**—Seamless, hot finished Lattice tubes, 675, ASTM Spec. A-334, grade 3, 7.750 in. O.D.; Calandria key tubes, 6, 4.106 in. O.D., and optical tubes, 11, 3.339 in. O.D. for Madras Atomic Power Project. Tender #BARC/P/CAP/1189; bid deadline Oct. 14. Purchase and Stores Division, Bhabha Atomic Research Center (Purchase Division), Mohatta Bldg., Palton Rd., Bombay 1. A copy of tender documents is available for inspection from the U.S. Department of Commerce, Iron and Steel Division-642, Washington, D.C. 20230.★ (Telephone: 202-967-2364).

Little things make the difference

"Quite often the difference in being successful and not being successful in a foreign market is that the successful firm is aware of and paying attention to the little things.

"These can be:

"Handling all overseas correspondence as quickly as possible:

"The ability to be understood in writing;

"Making certain that the sales literature and technical bulletins are in the language of the country;

"And tailoring the product to the customer's needs.

"To be successful in international trade takes more than a product and a desire to sell it. Often it is these little things that can make the big difference in overseas marketing."

—V. J. Borland, Export Manager, Quaker State Oil Refining Corp.

● Ring thermal shieldplates, 4, ASTM spec. A203, grade A 5⅞ in. thick, 9 by 12 ft.; ring thermal shield channel plates, 4, 2¼ in. thick, 9 by 12 ft.; welders test plate, 2, 3 in. thick, 4 by 6 ft. for Madras Atomic Power Project. Tender #BARC/P/CAP/1190; bid deadline Oct. 15. Purchase and Stores Division, Bhabha Atomic Research Center (Purchase Division), Mohatta Bldg., Palton Rd., Bombay 1. A copy of tender documents is available for inspection from the U.S. Department of Commerce, Iron and Steel Division-642, Washington, D.C. 20230.★ (Telephone: 202-967-2364).

● Solid forged railroad wheels, 634 assembled sets including axles, nuts, locking plates, and screws. Tender #BEML/IC-5854/IIRB/037-68; bid deadline Oct. 15. Office of the Purchasing Manager, Bharat Earth Movers Ltd., Bangalore-17. Copy of tender documents is available on loan from the U.S. Department of Commerce, Iron and Steel Division-642, Washington, D.C. 20230.★ (Telephone: 202-967-2364).

● Steel slabs, 12, for internal end shields required in an atomic power project, ASTM A515-66, grade 70, 13 in. thick, 99½ in. radius of semi-circle shape. Tender #BARC/P/CAP/1188; bid deadline Oct. 16. Purchase and Stores Division, Bhabha Atomic Research Center (Purchase Division), Mohatta Bldg., Palton Rd., Bombay 1. A copy of tender documents is available for inspection from the U.S. Department of Commerce, Iron and Steel Division-642, Washington, D.C. 20230.★ (Telephone: 202-967-2364).

● Steel plate, 2, 2½ in. thick, 198 by 198 in. for fueling machine; ASTM spec. A-516-66 grade 60 Calandria side tube plate, 2, 2 in. thick, 198 by 198 in.; shell plates, 2, 3 in. thick 45" by 23½'; shell plates, 2, 3 in. thick 45" by 20½'; weld test plates, 2, 1½ in. thick, 8 by 12 ft.; plate for seating pads, 1, 2 in. thick, 2 by 2 ft.; and daily welder's test plates,

U.S. DEPARTMENT OF COMMERCE—FIELD OFFICES

ALBUQUERQUE, N. MEX., 87101, U.S. Courthouse. Area Code 505 Tel. 247-0311.
ANCHORAGE, ALASKA, 99501, 306 Loussac-Sogn Bldg. Area Code 907 Tel. 272-4331.
ATLANTA, GA., 30303, 4th Floor Home Savings Bldg., 75 Forsyth St. N.W. Area Code 404 Tel. 526-6000.
BALTIMORE, MD., 20212, 303 U.S. Customhouse, Gay and Lombard Sts. Area Code 301 Tel. 962-3560.
BIRMINGHAM, ALA., 35205, Suite 200-201, 908 S. 20th St. Area Code 205 Tel. 325-3327.
BOSTON, MASS., 02203, Room 510, John Fitzgerald Kennedy Federal Bldg. Area Code 617 Tel. 223-2312.
BUFFALO, N.Y., 14203, 504 Federal Bldg., 117 Ellicott St. Area Code 716 Tel. 842-3208.
CHARLESTON, S.C., 29403, Federal Bldg., Suite 631, 334 Meeting St. Area Code 803 Tel. 577-4171.
CHARLESTON, W. VA., 25301, 3002 New Federal Office Bldg., 500 Quarrier St. Area Code 304 Tel. 343-6196.
CHEYENNE, WYO., 82001, 6022 Federal Bldg., 2120 Capitol Ave. Code 307 Tel. 634-5920.
CHICAGO, ILL., 60604, 1486 New Federal Bldg., 219 South Dearborn St. Area Code 312 Tel. 353-4400.
CINCINNATI, OHIO, 45202, 9028 Federal Office Bldg., 550 Main St. Area Code 513 Tel. 684-2944.
CLEVELAND, OHIO, 44114, Room 600, 666 Euclid Ave. Area Code 216 Tel. 522-4750.
DALLAS, TEX., 75202, Room 1200, 1114 Commerce St. Area Code 214 Tel. 749-3287.
DENVER, COLO., 80202, 16419 Federal Bldg., 20th and Stout Sts. Area Code 303 Tel. 297-3246.
DES MOINES, IOWA, 50309, 609 Federal Bldg., 210 Walnut St. Area Code 515 Tel. 284-4222.
DETROIT, MICH., 48226, 445 Federal Bldg. Area Code 313 Tel. 226-6088.
GREENSBORO, N.C., 27402, 258 Federal Bldg., W. Market St. P.O. Box 1950. Area Code 919 Tel. 275-9111.
HARTFORD, CONN., 06103, 18 Asylum St. Area Code 203 Tel. 244-3530.
HONOLULU, HAWAII, 96813, 286 Alexander Young Bldg., 1015 Bishop St. Tel. 588-977.
HOUSTON, TEX., 77002, 5102 Federal Bldg., 515 Rusk Ave. Area Code 713 Tel. 228-0611.
JACKSONVILLE, FLA., 32202, P.O. Box 35087, 400 W. Bay St. Area Code 904 Tel. 791-2796.
KANSAS CITY, MO., 64106, Room 2011, 911 Walnut St. Area Code 816 Tel. 374-3141.
LOS ANGELES, CALIF., 90015, Room 450, Western Pacific Bldg., 1031 S. Broadway. Area Code 213 Tel. 688-2823.
MEMPHIS, TENN., 38103, 710 Home Federal Bldg., 147 Jefferson Ave. Area Code 901 Tel. 534-3214.
MIAMI, FLA., 33130, Rm. 821, City National Bank Bldg., 25 W. Flagler St. Area Code 305 Tel. 350-5267.
MILWAUKEE, WIS., 53203, Straus Bldg., 238 W. Wisconsin Ave. Area Code 414 Tel. 272-8600.
MINNEAPOLIS, MINN., 55401, 306 Federal Bldg., 110 S. Fourth St. Area Code 612 Tel. 334-2131.
NEW ORLEANS, LA., 70130, 909 Federal Office Bldg., S., 610 South St. Area Code 504 Tel. 527-6546.
NEW YORK, N.Y., 10007, 41st Floor, Federal Office Bldg., 26 Federal Plaza. Area Code 212 Tel. 264-0634.
PHILADELPHIA, PA., 19107, Jefferson Bldg., 1015 Chestnut St. Area Code 215 Tel. 597-2850.
PHOENIX, ARIZ., 85025, 5413 New Federal Bldg., 230 N. First Ave. Area Code 602 Tel. 261-3285.
PITTSBURGH, PA., 15222, 2201 Federal Bldg., 1000 Liberty Ave. Area Code 412 Tel. 644-2850.
PORTLAND, OREG., 97204, 217 Old U.S. Courthouse, 520 S.W. Morrison St. Area Code 503 Tel. 226-3361.
RENO, NEV., 89502, 2028 Federal Bldg., 300 Booth St. Area Code 702 Tel. 784-5203.
RICHMOND, VA., 23240, 2105 Federal Bldg., 400 N. 8th St. Area Code 703 Tel. 649-3611.
ST. LOUIS, MO., 63103, 2511 Federal Bldg., 1520 Market St. Area Code 314 Tel. 622-4243.
SALT LAKE CITY, UTAH, 84111, 3235 Federal Bldg., 125 S. State St. Area Code 801 Tel. 524-5116.
SAN FRANCISCO, CALIF., 94102, Federal Bldg., Box 36013, 450 Golden Gate Ave. Area Code 415 Tel. 556-5864.
SAN JUAN, P.R., 00902, Room 100, Post Office Bldg. Phone 723-4640.
SAVANNAH, GA., 31402, 235 U.S. Courthouse and Post Office Bldg., 125-29 Bull St. Area Code 912 Tel. 233-4321.
SEATTLE, WASH., 98104, 809 Federal Office Bldg., 909 First Ave. Area Code 206 Tel. 583-5615.

2, ⅝ in. thick, 6 by 17 ft. for atomic power project. Tender #BARC/P/CAP/1187; bid deadline Oct. 17. Purchase and Stores Division, Bhabha Atomic Research Center (Purchase Division), Mohatta Bldg., Palton Rd., Bombay 1. A copy of tender documents is available for inspection from the U.S. Department of Commerce, Iron and Steel Division-642, Washington, D.C. 20230.★ (Telephone: 202-967-2364).

● Cold rolled, grain oriented electrical steel strip, 1800 metric tons, P.S.M.-3001-C, grades 41 and 46, thickness .30 mm and .35 mm Tender #PPX/STL/IMP-228; bid deadline Oct. 30. Heavy Electricals (India) Ltd., Administrative Building, P. O. Govindpura, Bhopal 23.★ (Telephone: 202-967-2364).

UGANDA—Galvanized sheets; galvanized water pipes of ½ and ¾ in. M. L. Trading Co. (Uganda) Limited (importer), P.O. Box 277, Kampala. WTD 5/68.

333 Primary smelting, refining of nonferrous metals

BRAZIL—Copper, zinc, aluminum. Mundus Importacao e Exportacao S.A. (importer, distributor), Av. Graca Aranha 333, 2° andar, sala 203, Rio de Janeiro. GB-ZC-08. WTD 2/68.

335 Rolling, drawing, extruding of nonferrous metals

● **MALTA**—Supply and installation of 9,000 yards of 33 KV oil filled underground cable and 4,500 yards of pilot cable. Bid deadline Oct. 1.

Copies of Contract No. 1027 DIS/103 available for five pounds from The Secretary, Malta Electricity Board, National Road, Blata-il-Bajada, Malta, G.C. or Preece, Cardew and Rider, 8, 10 and 12 Queen Anne's Gate, Westminster, London, S.W.1., United Kingdom.

● **PAPUA** and **NEW GUINEA**—Paper insulated and polythene insulated outdoor telephone cable. Requires 70,000 kilo pair yards over four year period. Bid deadline Nov. 12. Copies of Tender No. A 1654 available for $10.00 (Australian) from The Chairman, Supply and Tenders Board, P.O. Box 2045, Konedobu, Territory of Papua and New Guinea or Messrs. Preece, Cardew and Rider, Consulting Engineers, 2 Queen Anne's Gate, Westminster, London, S.W.1, United Kingdom.

335 Rolling, drawing, extruding of nonferrous metals

SWITZERLAND—Electric wire, cable. Elektro-Bedarf H. Zaugg AG (importer, wholesaler, distributor), Riedtalstr. 26, 4800 Zofingen. WTD 8/68.

342 Cutlery, hand tools, general hardware

AFGHANISTAN—Builders hardware including locks, lock sets. Requests descriptive brochures, c.i.f. Karachi prices. R. S. Seddiqui Limited (importer, wholesaler), Pashtoon Market, Kabul. WTD 11/67.

351 Steam engines and turbines

● **NEW ZEALAND**—Supply, delivery and erection five 830,000 lb./hr. reheat steam raising units and auxiliary plant. Tender No. 1539/2, bid deadline Dec. 9. Specifications available after Sept. 9 from Preece, Cardew and Rider, 8, 10 and 12 Queen Anne's Gate, Westminster, London, S.W. 1, England, upon payment of $120 (non refundable).

354 Metalworking machinery

TAIWAN—Pressure expanding machine for expanding ⅝ in. diameter copper coil to bond with aluminum fins for use in auto air conditioner evaporator coils, condensers. Elo International (importer, agent), P.O. Box 811, Taipei. WTD 5/68.

358 Service industry machinery

AFGHANISTAN—Dry cleaning equipment. Hamidi Department Stores (retailer), Jade Maiwand, Kabul. WTD 6/68.

Demanding markets

As a U.S. producer selling in our domestic economy, you already are a supplier to the most demanding market in the world. Moving into the foreign market, you will benefit from the know-how you have acquired from previous experience, just as you will benefit from the assets of good judgment, tact, aggressiveness, and business acumen.

In this sense, it is neither more difficult nor easier to achieve success in selling overseas than it is to succeed in selling in this country. Success in export requires careful evaluation of potential markets for your product; willingness to make a long-term commitment, if necessary; and some adaptability to foreign techniques in marketing and servicing.

LAWRENCE C. McQUADE,
Assistant Secretary for
Domestic and International
Business, in "Introductory Guide
to Exporting," published
April 1968 by U.S.
Department of Commerce

ECUADOR—Provision of industrial water conditioning equipment for softening, for removal of silicon, other elements. Quotations f.o.b. and c.i.f. Guayaquil. Illustrated catalogs requested with offers. Industrias Ales C.A. (manufacturer), Edificio Ales, Calles Salinas y Caracas (P.O. Box 3079), Quito. WTD 6/68.

GABON—Complete domestic air conditioning units, tropicalized, 220 v., 50 cycles. Requests replies in French. Societe Africaine de Materiel Industriel (SAMI) (importer, retailer), B.P. 158, Libreville. WTD 8/68.

GERMANY—Commercial dry cleaning machinery; coin operated dry cleaning machines, equipment. Direct purchase and exclusive distribution. Braubach & Fischer GmbH & Co., K.G. (distributor, drycleaner), 6308 Butzbach, Faerbgasse 6-15. Attn: Guenter Koerner. WTD 8/68.

361 Electric transmission, distribution equipment

● **ARGENTINA** — SEGBA — Government owned electric utility is inviting bids for the following equipment:

Tender No. 2860, 150/300 KVAR capacitor batteries;

Tender No. 2866, 12 panelboards complete with switches, instruments and battery charger, bid deadline Sept. 20;

Tender No. 2877 two motorgenerators for 115 V.C.A. feeding system, bid deadline Sept. 27.

Specifications available for each tender (approx. cost for each tender $150.00) from Segba, Balcarce 184, Room 443, Buenos Aires.

● **PAKISTAN**—Supply of eleven D.C. voltmeters, range 0-150 volts, 3½", rectangular panel type, mounted in case with color coded terminals, D, arsonval movement 1000 ohms per volt; 73 variable capacitors, maximum voltage 500 volts, range 1 to 32 mfd., in steps of 1 mfd.

Tender No. S-11/175/65-66/IDA, bid deadline Sept. 21. Directorate of Supply, Government of East Pakistan, 48 Motijheel Commercial Area, Dacca 2.★ (Telephone: 202-967-2939).

362 Motors and generators

● **NEW ZEALAND**—Supply, delivery and erection five 120 MV Turbo-Alternators and Auxiliaries. Tender No. 1538/1, bid deadline Dec. 9. Specifications available after Sept. 9 from Preece, Cardew and Rider, 8, 10 and 12 Queen Anne's Gate, London, S.W. 1, England, upon payment of $120 (non refundable).

363 Household appliances

GABON—Household refrigerators, electric, tropicalized, 220 V, 50 cycles; LP gas, tropicalized. Requests replies in French. Societe Africaine de Materiel Industriel (SAMI) (importer, retailer), B.P. 158, Libreville. WTD 8/68.

SWITZERLAND—Two hundred and twenty volt/50 cycles electric laundry dryers, electric housewares, blenders, coffee makers, dehumidifiers, hair dryers, electric household fans, food mixers, electric scissors, knives, home saunas, juice extractors, razors, shoe polishers. Direct purchase and agency. Elektro-Bedarf H. Zaugg AG (importer, wholesale distributor), Riedtalstr. 26, 4800 Zofingen. WTD 8/68.

364 Electric lighting, wiring equipment

SWITZERLAND—Lighting fixtures, residential, commercial, industrial; conduits, fittings, plugs, sockets, bulbs, health lamps, connectors, contacts, fluorescent starters, snap switches, junction boxes, face plates, insulation materials. Direct purchase and agency. Elektro-Bedarf H. Zaugg AG (importer, wholesale distributor), Riedtalstrasse 26, 4800 Zofingen. WTD 8/68.

366 Communications equipment

● **MOROCCO**—Supply and installation of automatic telephone equipment required for the conversion of the present telephone system over the next five years. Tender No. 701/TAI/2, bid deadline Oct. 1. Ministere des Postes, des Telegraphes et des Telephones, Division des Telecommunications, Rabat. Specifications and

conditions available in French.★ (Telephone: 202-967-2692).

369 Electrical machinery, equipment, supplies

SWITZERLAND—Miniature dry batteries, cells for watch industry. S.A. Girard-Perregaux & Co. (manufacturer), 2301 La Chaux-de-Fonds Electronic Department.

371 Motor vehicles, equipment

AFGHANISTAN—Auto parts, accessories. Qari Sayed Hussain (importer, wholesaler, retailer), 1st Part of Jade Maiwand, Kabul. WTD 9/67.

SWEDEN—Wheel rims for trucks; semi-trailer and trailer couplings; trailer parking legs. Direct purchase and agency. Wuco Kommanditbolaget (agent), Box 113, S-462 00 Vanersborg. WTD 9/67.

374 Railroad equipment

● **INDIA**—Supply of 2 sets of equipment for handling and laying track panels with concrete ties. Equipment to remove and load old track panels and unload and lay new panels 13 meters long. Worldwide bid invitation. Bid deadline Oct. 16. Ministry of Railways, Railway Board, Rail Bhavan, Raisina Rd., New Delhi-I, India. Tender documents available for review in room 4021, Main Building, Department of Commerce, Washington, D.C. or may be purchased from India Supply Mission, 2536 Massachusetts Avenue, N.W., Washington, D.C. 20008 for $6.50.

384 Surgical, medical, dental instruments

SWITZERLAND—Dental instruments, equipment, supplies, stainless steel; burs, drills, air turbine accessories, mandrels; dental waxes, cements, gypsums, impression materials, low-fusing alloys, dental laboratory equipment. Direct purchase and agency. Pulpadent P. Brunner (manufacturer, importer, distributor), Erlenweg 7, P.O. Box 37, 8702 Zollikon. WTD 8/68.

399 Manufacturing industries

NETHERLANDS—Luxury products for bathroom, bedroom and restroom use, such as containers for toilet paper, tissue holders, toilet sets (brush, comb, mirror). Direct purchase and agency. Cooperatieve Inkoopvereniging Beauty Sales G.A. (importer, distributor), 9 Marconiweg, Woerden. Attn: Mr. E. J. Tromp, manager. WTD 11/67.

508 Machinery, supplies

SAUDI ARABIA—Water irrigation pumps, accessories, turbine and vertical pumps with engines. Mohamed Mobarak Alay (wholesaler, retailer), P.O. Box 890, Jidda. WTD 1/68.

509 Wholesalers

UGANDA—Supply of polished and oiled C.R.C.A.M.S. hot rolled steel plates size 8" x 4" (200 x 100 cm); aluminum flat sheets purity 99% minimum temper half hard ref.hil. Specifications available from Trade Opportunities Staff, BDSA-618, Rm. 4053, U.S. Dept. of Commerce, Washington, D.C. 20230. M.L. Trading Co. (Uganda) Limited (importer), P.O. Box 277, Kampala. WTD 5/68.

Sales Representation

The firms listed below are interested in representing U.S. firms in the areas indicated. Exclusive distributorship for these commodities is wanted only if specified.

220 Textile mill products

SWEDEN—Fashion piece goods for women's clothing. AB Erik Rudberg (agent), Regementsgatan 74, S-217, 51 Malmo. WTD 2/68.

230 Apparel

MALAYSIA—Men's clothing, all kinds. Messrs Chew Kheng Lee (commission merchant, indent agent), No. 88, Jalan Sentosa, Setapak, Kuala Lumpur. WTD 8/68.

284 Soap, detergents, cleaning preparations, perfumes, cosmetics

MALAYSIA—Cosmetics, toilet preparations all kinds. Messrs Chew Kheng Lee (commission merchant, indent agent), No. 88, Jalan Sentosa, Setapak, Kuala Lumpur. WTD 8/68.

SWITZERLAND—Dentrifices, mouthwashes, gargles, rinses, denture cleaners, adhesives. Pulpadent P. Brunner (manufacturer, importer, distributor), Erlenweg 7, P.O. Box 37, 8702 Zollikon. WTD 8/68.

287 Agricultural chemicals

PAKISTAN—Fertilizers; agricultural pesticides, insecticides. Requests quotations, C.&F., Karachi. R. B. Avari & Co., Ltd. (manufacturers' agent), Opp. Merry Wether Tower, Bunder Road, Karachi. Attention: Mr. R. B. Avari. WTD in preparation.

307 Plastic products

SWITZERLAND—Vacuum wound, fiberglass reinforced epoxy, polyester electric insulating material for high tension, filament winding, cylinders. Exclusive agency. W. Moor AG (importer, agent, distributor), Attn: Mr. Nast, Bahnstrasse 58, 8105 Regensdorf. WTD 4/68.

321 Flat glass

MALAYSIA—Plate glass, sheet glass. Messrs Chew Kheng Lee (commission merchant, indent agent), No. 88, Jalan Sentosa, Setapak, Kuala Lumpur. WTD 8/68.

322 Glass, glassware

MALAYSIA—Ornamental glass for use as decorative articles, art objects; to be sold as giftware. Messrs Chew Kheng Lee (commission merchant, indent agent), No. 88, Jalan Sentosa, Setapak, Kuala Lumpur. WTD 8/68.

326 Pottery, related products

MALAYSIA—China kitchen, table ware. Messrs Chew Kheng Lee (commission merchant, indent agent), No. 88, Jalan Sentosa, Setapak, Kuala Lumpur. WTD 8/68.

333 Primary smelting, refining of nonferrous metals

SWITZERLAND—Cadmium, bismuth, platinum, cobalt, balladium, other nonferrous metals for electric application. Exclusive agency. W. Moor AG (importer, agent, distributor), Attn: Mr. Kern, Bahnstrasse 58, 8105 Regensdorf. WTD 4/68.

335 Rolling, drawing, extruding of nonferrous metals

SWITZERLAND—Titanium and titanium alloy bars, rods, sheets, tungsten basic shapes, silver semi-manufactures, copper and copper alloy semi-manufactures, for electric, electronic application. Exclusive agency. W. Moor AG (importer, agent, distributor), Attn: Mr. Kern, Bahnstrasse 58, 8105 Regensdorf. WTD 4/68.

342 Cutlery, hand tools, general hardware

MALAYSIA—Cutlery, household and garden tools, kitchen hardware. Messrs Chew Kheng Lee (commission merchant, indent agent), No. 88, Jalan Sentosa, Setapak, Kuala Lumpur. WTD 8/68.

346 Metal stampings

MALAYSIA—Novelties in field of household utensils. Messrs Chew Kheng Lee (commission merchant, indent agent), No. 88, Jalan Sentosa, Setapak, Kuala Lumpur. WTD 8/68.

Valuable series

Which overseas markets have been good customers for products like yours, so that you can select those that show best future potential?

An excellent place to start your investigation is the U.S. statistics on exports—the Census Bureau's FT-410 series, which shows exports, by commodity, to country of destination.

From these monthly reports, you can learn which of some 169 countries have bought any of more than 3,000 U.S. products. By checking U.S. exports of your products for three or four years, you can determine which countries have been the largest and most consistent markets. In some instances, the FT-410 statistics will also give you an indication of the average price for your product in a given market.

"Introductory Guide to Exporting," published April 1968 by U.S. Department of Commerce

358 Service industry machinery

JAPAN—Gas air conditioner for cooling, heating, household use. Moritani & Co., Ltd. (importer, wholesaler, exporter), Attn: T. Jimboh, Foreign Trade Department, 3 Yaesu 2-chome, Chuo-ku Tokyo. WTD 9/67.

TUNISIA—Air conditioners, low voltage electrical equipment and apparatus. Firm wishes to work out arrangements with American manufacturers whereby it can assemble in its plant electronic equipment, apparatus. Requests replies in French. Ets Allani (importer, wholesaler), 23, Rue Lenine, Tunis. WTD in preparation.

367 Electronic components, accessories

SWITZERLAND—Polyester film, polystyrene capacitors, plastic foil electrolytic capacitors, semiconductors, field effect transistors, triacs, silicone controlled rectifiers (SCR), zener diodes. Exclusive agency. W. Moor AG (importer, agent, distributor), Attn: Mr. Grieder, Bahnstrasse 58, 8105 Regensdorf. WTD 4/68.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

394 Toys, amusement, sporting goods

MALAYSIA—Fishing equipment, other sport goods. Messrs Chew Kheng Lee (commission merchant, indent agent), No. 88, Jalan Sentosa, Setapak, Kuala Lumpur. WTD 8/68.

396 Costume jewelry, novelties, buttons, notions

MALAYSIA—Semi-precious stones, ornaments. Messrs Chew Kheng Lee (commission merchant, indent agent), No. 88, Jalan Sentosa, Setapak, Kuala Lumpur. WTD 8/68.

Leads for Importers

Commodities are offered direct unless specified

201 Meat products

AFGHANISTAN—Sheep and goat skins; sheep gut. NABICO (importer, commission agent), P.O. Box No. 337, Kabul. WTD 3/68.

233 Women's, misses', juniors' outerwear

AFGHANISTAN—Typical Afghan, Baluchi embroidered jackets with small mirrors. NABICO (importer, commission agent), P.O. Box No. 337, Kabul. WTD 3/68.

237 Fur goods

AFGHANISTAN—Embroidered sheepskin jackets, vests. NABICO (importer, commission agent), P.O. Box No. 337, Kabul. WTD 3/68.

238 Apparel, accessories

AFGHANISTAN—Leather embroidered vests. NABICO (importer, commission agent), P.O. Box No. 337, Kabul. WTD 3/68.

Visiting Buyers and Officials

Scheduled arrival dates and U.S. addresses indicated

ARGENTINA—Rolando Hipolito Lo Celso, Pres., Norte S.A.C.I.F. e I., Avda. Corrientes 932, Rosario, Province of Santa Fe, **interested in contacting U.S. newspaper publishers and newspaper printing machinery manufacturers and requesting technical information.** Sept. 16 via Miami for four weeks. c/o Mrs. Alicia Lo Celso de Vivas, 163 Charles Lane, Pontiac, Mich. 48053. Itinerary: Miami, New York, Detroit and Pontiac, Mich., Chicago. WTD 8/68.

BRAZIL—Jaime Singer, Malharia Vencedor, Rua Aristides Lobo 144, Rio de Janeiro GB (ZC-10), **interested in contacting U.S. importers of swim suits and sportswear.** Sept. 6 via New York for 15 days. c/o Taft Hotel, 7th Ave. at 50th St., New York, N.Y. 10019. Itinerary: New York, San Francisco, Miami. WTD 12/65 under revision.

ISRAEL—Samuel Berman, Manager, Tagar Co. Ltd., 13 Petah Tiquab Road, or P.O. Box 1470, Tel Aviv, **interested in visiting U.S. firms represented to discuss future sales policy in view of expected liberalization of imports of automobile spare parts and accessories as of Jan. 1, and to consult with Department of Commerce and Chamber of Commerce officials concerning type of products the company will handle in their future program.** Sept. 20 via New York for three weeks. c/o L. Goodwohl & Son, 33 Rector St., New York, N.Y. 10006. Itinerary: New York, Buffalo, Toledo, Chicago, cities in Oklahoma, others as required. WTD 8/66 under revision.

Moshe Goldwasser, Head of Research Department, The Israel Institute of Productivity, 4 Henrietta Szold St., Tel Aviv, **interested in visiting large modern hospitals where the latest equipment for storage, collection and disposal of refuse in hospital wards can be inspected, also general industrial incinerators and requesting technical information, literature and prices of equipment.** Sept. 24 via New York for two weeks. c/o The Israel Consul General, 11 E. 70th St., New York, N.Y. 10021. Itinerary: New York area only.

TAIWAN—Earnest T. L. Chang, General Manager, Chang's Brothers & Co. Ltd., 364 Chung Cheng Road, Shih-Lin, Taipei, **interested in contacting U.S. suppliers of plastic injection molding machines and electrical supplies, in exporting jade and shells, and requesting technical information on plastic injection molding.** Sept. 2 via San Francisco for four months. c/o 801 S. Union St., Apt. 211, Los Angeles, Calif. 90017. Itinerary: San Francisco, Los Angeles, New York. WTD in preparation.

URUGUAY—Walter Nieto, Financiera Tamja S.A., Rincon 512, Esc. 1, Montevideo, **interested in prefabricated concrete market survey and requesting technical information on concrete manufacturing process.** Sept. 14 via New York for one month. c/o Velcro Corp., 681 Fifth Ave., New York, N.Y. 10019. Itinerary: New York, Manchester, N.H., Washington, Los Angeles, San Francisco. WTD in preparation.

New Trade Lists

The Bureau of International Commerce has published the following Trade Lists, copies of which may be ordered by firms domiciled in the United States, giving the titles listed below or in the case of the automated list for Ecuador by the five digit identification (ID) number from BIC-924, U.S. Department of Commerce, Washington, D.C. 20230 or from Department of Commerce Field Offices. The price is $1 per list. All are dated August.

American Firms, Subsidiaries and Affiliates —Costa Rica.
American Firms, Subsidiaries and Affiliates —Jamaica.
American Firms, Subsidiaries and Affiliates —Turkey.
Business Firms—Malagasy Republic.
American Firms, Subsidiaries and Affiliates —Bolivia.
American Firms, Subsidiaries and Affiliates —Indonesia.
American Firms, Subsidiaries and Affiliates —Netherlands Antilles.

Ecuador—an automated list

No.	*Title*	*Number of names in list*
00000	Business Firms in Ecuador	(3078)

Malawi requires prequalification for bidding on housing contract

The Government of Malawi invites prequalification applications for bidding on the erection and completion of housing valued at about $144,000 for the rain-fed cotton development scheme in Ngabu, Southern Malawi. The project is being financed by the International Development Association.

Prequalification deadline is September 30, 1968. Application forms are available for the Construction and Building Materials Division, BDSA-564, Room 4813, U.S. Department of Commerce, Washington, D.C. 20230. (Telephone: 202-967-3602.)

New Books and Reports

***Overseas Business Reports.* U.S. Department of Commerce. Washington, D.C. 1968. $13 per year ($5 additional for overseas mailing), 15 cents per copy.**

Market Factors in the Netherlands. OBR 68-62. 10pp. Material presented includes: scope and nature of the market, competition, and market analysis for selected commodities.

Establishing a Business in Venezuela. OBR 68-63. 15pp. Investment climate, legislation governing investment, business organization, industrial property and copyright protection, employment, taxation, availability of capital and basic economic facilities are major topics.

Basic Data on the Economy of Iran. OBR 68-64. 16pp. Information is included on: geography and climate, economic structure, industrial sectors, labor force, currency and banking, foreign trade, development planning and economic outlook.

The Computer Industry in the United Kingdom, 1966-67. OBR 68-65. 8pp. This report discusses the merger of the two largest British computer firms, government support of the computer industry, and the four U.S. firms dominating the U.S. market share.

Market Factors in Sweden. OBR 68-67. 9pp. Local tastes and preferences, consumer purchasing power, competition, and market analysis for selected commodities are covered.

Foreign Trade Regulations of Austria. OBR 68-69. 9pp. The import tariff system, special customs provisions, internal taxes, shipping documents, marking and labeling requirements, nontariff import controls, Austria's export controls, U.S. controls and government representation are all discussed in this OBR.

Write: any Department of Commerce field office or Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

***Economic Surveys.* Published by the Organization for Economic Development. Paris. 1968. 80 cents each.**

Three new titles are available in the series of economic studies for member countries published annually by the OECD. These booklets contain information on economic developments and policies, business trends and economic outlook. Emphasis is placed on each country's most important problems.

A statistical annex is included for each country, giving such information as wages and prices, money and banking, imports and exports, and balance of payments.

Japan. June 1968. 45pp.

Norway. June 1968. 40pp.

Turkey. July 1968. 54pp.

Write: OECD Publications Office, Suite 1305, 1750 Pennsylvania Ave. NW., Washington, D.C. 20006.

New pamphlet describes Latin investment group

Functioning as an investment clearinghouse, the Inter-American Investment Development Center (IIDC) acts as a catalyst in matching proposals submitted by Latin American entrepreneurs with appropriate U.S. investors.

Past proposals handled by the IIDC include projects in manufacturing, processing, extractive and service industries. Involvement by U.S. firms can be in the form of 100% investment, straight financing, joint ventures, debt equity financing, licenses, technical services or management support.

A booklet providing additional information on the IIDC is available on request from: The Inter-American Investment Development Center, 845 Third Ave., New York, N.Y. 10022.

***Economic Bulletin for Latin America, Vol. XII, No. 2.* Prepared by the UN Economic Commission for Latin America (ECLA). New York. 1968. $2.50.**

This issue of the Bulletin is concerned with planning, income distribution and economic policy.

It includes a review of the most recent evaluation of the planning process in Latin America and summarizes the findings and conclusions of the ECLA Secretariat's research on income distribution. The Bulletin also reviews some of the effects of the economic policy followed since the 1950's by Bolivia and Colombia.

Write: United Nations Sales Section, UN Plaza, New York, N.Y. 10017. (Refer to Sales No. E.68.II.G.5.)

***Energy in France.* Published by the French Press and Information Office. New York. 1968. 12pp. Free.**

Energy represents 9-10% of all French industrial activities. Of this, petroleum accounts for roughly half of consumption, coal approximately 35%, gas about 5%, and hydroelectricity and nuclear energy for almost 10%.

The French government forecasts that by 1975 the use of solid fuels for production of electricity will drop by roughly half, and use of natural gas and oil will increase to supply 65-70% of consumption needs. A slight increase in use of primary electricity (hydroelectricity and nuclear) is also predicted.

This publication discusses coal, petroleum, gaseous fuels, nuclear energy, tidal power, solar energy and other sources of energy. It also mentions briefly the new uses of energy such as carbochemistry, petrochemistry, oleochemistry and desalinization of sea water.

Write: French Press and Information Office, 972 Fifth Ave., New York, N.Y. 10021.

***Proceedings of the First International Conference on Liquefied Natural Gas.* Published by the Institute of Gas Technology. Chicago. 1968. 750pp. $21 parcel post, $23 airmail to U.S. and Canada.**

The original printing of the Proceedings of the International Conference on Liquefied Natural Gas, which was held in April in Chicago, was sold out and the second printing is now available.

This volume contains the 48 papers presented in the seven Conference sessions, which covered such aspects of liquefied natural gas as availability, production, transport and use. Illustrated with more than 300 photographs, drawings and graphs, the Proceedings is a reference work for scientists, engineers, marketing men and others involved in the worldwide liquefied natural gas industry.

The price to members of the Institute of Gas Technology is $16 parcel post, $18 airmail. Foreign costs are $22 via seamail; $27 airmail to Europe, Africa, Mexico and South America; and $30 airmail to Asia and Australia.

Write: B. Schukraft, Institute of Gas Technology, 3424 S. State St., Chicago, Ill. 60616.

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Calendar *for international traders*

ATLANTA—Sept. 26—In-Office Export Conference. Sponsor: Commerce Field Office.

CHERRY HILL, N.J.—Sept. 24—Newcomer Exporter Conference, Cherry Hill Inn, 9:30 a.m.-12:30 p.m. Sponsors: Commerce Philadelphia Field Office, Trans World Airlines, Camden County Chamber of Commerce, Small Business Administration.

CHICAGO—Sept. 24—In-Office Meeting. Sponsor: Commerce Field Office.

CLEVELAND—Oct. 3—Cleveland World Trade Assn. luncheon meeting, Mid-Day Club, Union Commerce Bldg., 12 noon.

DETROIT—Sept. 24—Export Marketing Workshop, Commerce Field Office, 9:30 a.m. Sponsors: Commerce Field Office, REEC.

GRAND ISLAND, Neb.—Sept. 27—Fundamentals of Exporting Seminar, Holiday Inn Motel, 9 a.m.-9 p.m. Sponsors: Commerce Kansas City Field Office, REEC, Small Business Administration, Chamber of Commerce.

LINCOLN, Neb.—Sept. 23—In-Office Workshop for Exporters, Chamber of Commerce, 2-4 p.m. Sponsors: Commerce Kansas City Field Office, REEC, Small Business Administration, Chamber of Commerce.

LINCOLN, Neb.—Sept. 24—Export Documentation Workshop, Chamber of Commerce, 9-11 a.m. Sponsors: Commerce Kansas City Field Office, REEC, Small Business Administration, Chamber of Commerce.

LOS ANGELES—Sept. 27—Export Expansion Seminar, Commerce Field Office, 9:30 a.m. Sponsor: Commerce Field Office.

LOS ANGELES—Oct. 3—Businessmen's Consultation, **Robert A. Brown, Commercial Attache, Copenhagen.** Sponsor: Commerce Field Office.

MEMPHIS—Oct. 3—Export Workshop, National Bank of Commerce. Sponsors: Commerce Field Office, REEC, National Bank of Commerce.

MINNEAPOLIS—Sept. 24—Selecting Agents & Distribution; Agency Contracts; Commerce Field Office, 9:30 a.m. Sponsors: Commerce Field Office, REEC.

NASHVILLE—Sept. 24—Export Workshop, Chamber of Commerce. Sponsors: Commerce Memphis Field Office, REEC, Chamber of Commerce.

Calendar deadline

Information for publication must be received three weeks before the date of the announced event. Include time, place, sponsoring organization and special topic, if applicable. Meetings must be open to the public in order to be publicized in this space. **Write:**

Managing Editor,
International Commerce
BIC-204
U.S. Department of Commerce
Washington, D.C. 20230.

NASHVILLE—Sept. 26—Middle Tenn. Exporters' Roundtable, Continental Inn.

OMAHA—Sept. 25—In-Office Workshop for Exporters, Chamber of Commerce, 9-11 a.m. Sponsors: Commerce Kansas City Field Office, REEC, Small Business Administration, Chamber of Commerce.

OMAHA—Sept. 25—Export Documentation Workshop, Chamber of Commerce, 1-4 p.m. Sponsors: Commerce Kansas City Field Office, REEC, Small Business Administration, Chamber of Commerce.

PHILADELPHIA—Sept. 25—Foreign Traders Assn. of Philadelphia annual banquet, Ballroom, Sheraton Hotel, 7:15 p.m. Speaker: William Blackie, Caterpillar Tractor Co.

PITTSBURGH—Sept. 26—World Trade Council monthly luncheon, Terrace Rm., William Penn Hotel, 12:15 p.m. Speaker: **Lawrence C. McQuade, Assistant Secretary for Domestic & International Business, Commerce Dept.** Sponsor: Chamber of Commerce.

ST. LOUIS—Sept. 26—World Trade Club monthly dinner meeting, Bel Air East Hotel, 6 p.m.

ST. LOUIS—Oct. 1—"Show You" Export Workshop, Conference Room, Federal Bldg., 2 p.m. Sponsors: Commerce Field Office, REEC.

SAN FRANCISCO—Sept. 25—Export Finance & Insurance Seminar, Rm. 13216B, New Federal Bldg., 9:30 a.m.

SAN FRANCISCO—Sept. 26—Businessmen's Consultation, **John A. Moran III, Commercial Officer, posted to Melbourne.** Sponsor: Commerce Field Office.

TAMPA—Sept. 26—Export Trade Workshop, Chamber of Commerce, 9:30-11:30 a.m. Sponsors: Commerce Jacksonville Field Office, REEC, Pan American Commission & World Trade Council, Greater Tampa Chamber of Commerce.

WALLINGFORD, Conn.—Sept. 24—Combination Export Managers Assn. of Connecticut luncheon meeting, Yankee Silversmith Inn, 11:30 a.m.

WESTBURY, N.Y.—Sept. 24—Export Workshop By & For Members, Westbury Manor. Sponsor: World Trade Club of Long Island.

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